

LIST OF EXHIBITS

- A-1 Net General Fund subsidy for period FY2001 to FY2008
- A-2 City Staff Report dated 6-10-2003
- A-3 City Staff Report dated 11-4-2008
- B Net General Fund subsidy for period FY2001 to FY2014
- C FCEC Profit & Loss Statement by venue for calendar year 2012
- D FCEC Events Summary FY2004 to FY2013
- E SMG Financial Statement for period ending 5-31-2013
- F Aged Accounts Payable Reports Summary FY2005 to FY2013 & May 2013 detail
- G Comparing approved budget data to actual year end budget data FY2004 to FY2013
- H-1 Section 7.5 of SMG-City management contract dated 1-1-2004
- H-2 Aged Accounts Payable Reports for periods ending 6-30-2008 & 12-31-2008
- I SMG 6-3-2013 letter to City re: business community impacts

EXHIBIT

A-1

NET GENERAL FUND SUBSIDY

FY2001-FY2008

CITY OF FRESNO CONVENTION CENTER GENERAL FUND SUBSIDY: FY2001 TO FY2008

	CITY MANAGED				TRANSITION				SMG MANAGED			
	FY 2001	FY 2002	FY 2003	FY 2004	FY 2005	FY 2006	FY 2007	FY 2008	ACTUALS	ACTUALS	ACTUALS	ACTUALS
OPERATING FUND (FUND 43001)												
OPERATING SUBSIDY												
Operating Subsidy					1,061,005	1,182,500	870,500	649,000				
Special Events Reimbursement (Up to \$30K)						31,000	-	42,512				
Sports Council						135,000	25,000	269,200				
CVB					740,000	740,000	740,000	740,000				
Tourism						65,000	60,560	118,000				
City Paid Expenses- Employee transition costs					200,324							
City Paid Expenses- Accrued Expenses from FY 2004					588,554							
City Paid Expenses- Misc (ID chgs, postage, etc)												
City Paid Expenses - Trane Chiller Rental							6,817	300				
City Paid Expenses - Adittl expenses due to renovations					218,459							
Operating Subsidy Subtotal	0	0	0	0	2,589,883	2,369,959	1,702,877	2,037,712				
FUNDS PAID FOR OPERATION OF CONVENTION CENTER												
Management Fees					160,000	155,000	158,500	168,117				
Potential Incentive Fee												
Total Operating	0	0	0	0	2,749,883	2,524,959	1,861,377	2,205,829				
DEBT SERVICE PAID BY GENERAL FUND (FUND 43010)												
Conf Ctr/Selland Expansion (440301) (2) (3) (4)	2,283,108	2,295,017	2,280,634	2,415,182	1,726,497	1,520,956	1,521,507	1,517,562				
New Exhibit Hall Debt Service (440302)	673,539	1,561,967	1,619,754	1,631,602	1,616,403	1,512,267	2,256,214	2,257,285				
CC Improvements Debt Service (440303)							1,352,526	1,337,616				
Total Debt Service	2,956,647	3,856,984	3,900,388	4,046,784	3,342,900	3,033,223	5,130,247	5,112,463				
Total Expenses funded by General Fund	2,956,647	3,856,984	3,900,388	4,046,784	6,092,783	5,558,182	6,991,624	7,318,292				
TOTAL GENERAL FUND SUPPORT (1)												
Room Tax (TOT) Support of Convention Center ⁽¹⁾⁽²⁾⁽³⁾⁽⁴⁾⁽⁵⁾⁽⁶⁾⁽⁷⁾	3,732,638	3,852,470	4,000,000	4,000,000	5,850,408	5,558,182	6,991,624	7,338,292				
Additional General Fund Support	750,000	1,750,000	1,352,500	1,587,100				(20,000)				
TOTAL GENERAL FUND SUPPORT (1) (8)	4,482,638	5,602,470	5,352,500	5,587,100	5,850,408	5,558,182	6,991,624	7,318,292				
City Run: 7-1-2000 to 12-31-2003 (3 1/2 years) Gen Fund Avg. Yearly Subsidy	5,208,902											
SMG Run: 1-1-2004 to 6-30-2007 (3 1/2 years) Gen Fund Avg. Yearly Subsidy	5,668,925											
TOTAL ROOM TAX	7,465,276	7,712,060	8,395,481	8,602,144	8,963,530	8,926,404	10,849,302	10,604,887				

Notes:

⁽¹⁾ Does not reflect General Fund pay down of deficit fund balances.

⁽²⁾ Amounts shown net of \$30K lease with John Q. Hammond. Lease revenues applied towards debt service.

⁽³⁾ FY 2003 and FY 2004 Room Tax Support of Convention Center based upon amounts referenced in the Adopted budget document and supporting notes.

⁽⁴⁾ FY 2005 through FY 2008 reflect actual transfers made from the General Fund in support of Convention Center Operations and Debt Service.

⁽⁵⁾ For Fiscal Year 2009 going forward Room Tax for in support of Convention Center estimated by taking 75% of the total amount.

⁽⁶⁾ Total General Fund Support provided in FY 2001 through FY 2004 was sufficient to cover operations, required debt service and some capital projects.

EXHIBIT

A-2

CITY STAFF REPORT

6-10-2003

Attachment B



REPORT TO THE CITY COUNCIL

AGENDA ITEM NO.

COUNCIL MEETING

APPROVED BY

DEPARTMENT DIRECTOR

CITY MANAGER

June 10, 2003

FROM: ANDREW T. SOUZA, Assistant City Manager *AT Souza*

SUBJECT: AUTHORIZE CITY MANAGER TO EXECUTE A CONTRACT WITH SMG, SUBJECT TO CITY ATTORNEY APPROVAL, TO OPERATE AND MARKET THE FRESNO CONVENTION CENTER FACILITIES

RECOMMENDATION

Staff recommends that the City Council direct the City Manager, or his designee, to execute a contract with SMG, to operate and market the Fresno Convention Center facilities, consistent with the terms and conditions presented in this staff report, and subject to City Attorney approval.

EXECUTIVE SUMMARY

The November 2003 opening of the Save Mart Arena (Save Mart), which resulted in the loss of Fresno State Basketball and Fresno Falcons hockey and along with the fiscal strains facing the City's General Fund have prompted staff to review alternatives for the ongoing viability of the Fresno Convention Center facilities (FCC). The alternatives were analyzed for their ability to allow the City to achieve the following four key goals which are necessary for the ongoing viability of FCC:

- ▶ Reduction of the General Fund subsidy to FCC of over \$6 million per year;
- ▶ Increase event activity at FCC and the Downtown Stadium;
- ▶ Identify ongoing funding sources for the renovation of FCC which are anticipated to range from \$10 to \$12 million; and
- ▶ Improve marketing and operations through increased accountability and performance measurement.

Additionally, any recommended alternative must assure the preservation of opportunities for local businesses and remain sensitive to the value, experience and future of existing FCC employees.

The alternative staff is recommending is to contract with a private company for the operation and marketing of the FCC facilities, including the marketing of convention and community related events. The City has received proposals from two companies, SMG and Global Spectrum, to provide these services. Based upon the assessment of the proposals by the evaluation committee and staff's review of the proposals, staff is recommending the execution of a contract with SMG to provide the above referenced services.

RFP for Sales, Marketing and Operation of Fresno Convention Center
Summary of Proposed Savings in Excess of Debt Service Requirements

Description	FY 04	FY 05	FY 06	FY 07	FY 08	Total
Global Spectrum Proposal						
GF Subsidy Reduction	\$ 340,590	\$ 1,444,760	\$ 1,526,704	\$ 1,565,282	\$ 1,565,822	\$ 6,443,158
Renovation Debt Service (1)	\$ -	\$ 224,900	\$ 980,900	\$ 982,600	\$ 982,900	\$ 3,171,300
Available for Additional General Fund Use	\$ 340,590	\$ 1,219,860	\$ 545,804	\$ 582,682	\$ 582,922	\$ 3,271,858
SMG Proposal Without Sports Commission						
GF Subsidy Reduction	\$ 929,100	\$ 855,385	\$ 1,239,858	\$ 1,437,686	\$ 1,639,773	\$ 6,101,802
Renovation Debt Service (1)	\$ -	\$ 224,900	\$ 980,900	\$ 982,600	\$ 982,900	\$ 3,171,300
Available for Additional General Fund Use	\$ 929,100	\$ 630,485	\$ 258,958	\$ 455,086	\$ 656,873	\$ 2,930,502
SMG Proposal With Sports Commission						
GF Subsidy Reduction	\$ 842,600	\$ 713,385	\$ 1,092,258	\$ 1,284,186	\$ 1,480,133	\$ 5,412,562
Renovation Debt Service (1)	\$ -	\$ 224,900	\$ 980,900	\$ 982,600	\$ 982,900	\$ 3,171,300
Available for Additional General Fund Use	\$ 842,600	\$ 488,485	\$ 111,358	\$ 301,586	\$ 497,233	\$ 2,241,262
(1) Provided by Finance Department.						

ATTACHMENT A

EXHIBIT

A-3

CITY STAFF REPORT

11-4-2008

City of



REPORT TO THE CITY COUNCIL

AGENDA ITEM NO. 9:00 a.m. #1

COUNCIL MEETING 11/04/08

APPROVED BY

DEPARTMENT DIRECTOR

CITY MANAGER

November 4, 2008

FROM: ANDREW T. SOUZA, CITY MANAGER
Office of the City Manager

SUBJECT: AWARD CONTRACT TO SMG FOR THE OPERATION AND MARKETING OF THE
FRESNO CONVENTION AND ENTERTAINMENT CENTER

KEY RESULT AREA

Economic Development

RECOMMENDATIONS

Staff recommends approval of a ten year Agreement with SMG for the continued operation and marketing of the Fresno Convention and Entertainment Center (FCEC).

EXECUTIVE SUMMARY

In November 2003, the City Council approved a contract with SMG for the operation and marketing of FCEC which will expire in December 2008. The contract resulted in over \$5 million of General Fund savings that have been used to provide funding for the significant capital improvements that have been made to the FCEC facilities. Staff from the City Manager's and City Attorney's Offices have worked with SMG to negotiate an agreement for the continued operating and marketing services for the FCEC for the next 10 years. The annual fee to be paid to SMG has remained constant, and provides the City with the right to terminate the agreement if the actual Net Operating Loss/Profit for any year is not equal to or better than the Net Operating Loss/Profit set forth in the Approved Budget for that year. The agreement also calls for the City to make annual payments of \$100,000 during each of the 10 years as a settlement of approximately \$2 million of payments made by SMG for the operation of FCEC during the term of the previous contract that had not been previously approved by the City (see Employee Benefit Cost Payment section below).

SMG continues to be the dominant leader in the facilities management industry, currently operating 215 venues compared to 70 operated by Global Spectrum. This difference in the number of venues operated by SMG has increased during the last five years. Additionally, SMG continues to maintain a significantly larger national marketing operation, and has annual operations which exceed Global Spectrum by more than \$156 million (\$168.8 million compared to \$12.6 million). The strength of SMG marketing efforts has

resulted in Pollstar magazine ranking the Selland Arena and Saroyan Theater in the top 100 venues worldwide based on ticket sales.

BACKGROUND

On November 18, 2003, the City Council awarded the operating and marketing of the Fresno Convention and Entertainment Center (FCEC) to SMG for the period of January 1, 2004 through December 31, 2006, with the option of two one year extensions. SMG has successfully operated the facilities and has booked a multitude of top performers ranging from the Red Hot Chili Peppers to Placido Domingo as well as top Broadway shows. Under the management of SMG, the facility was awarded the "Prime Facilities and Destinations Award" for years 2006 and 2007. During 2007, Pollstar magazine ranked the Selland Arena and Saroyan Theater in the top 100 venues worldwide based on ticket sales.

Since assuming the operating and marketing efforts in 1993, SMG has made significant contributions to the operations and management of the facilities. For example, the Fresno Sports Council, which has been operating since 2005 with SMG, has brought in 108 new events, booked an estimated 65,000 room nights for 2006-2012, and generated an estimated \$787,000 in room tax. SMG has also assisted with the reorganization of the structure of the Fresno Convention and Visitors Bureau and governing Board of Directors. In 2005, SMG leveraged its nationwide relationship with Ticketmaster and worked on behalf of the City of Fresno to renegotiate a contract that includes facility fees on all ticketed events.

Over the last two years SMG has effectively managed the facilities during major renovation efforts which began in June of 2006. During this time, 245 event days could not be booked due to the construction. Impressively the facilities were recognized during this time with the Prime Facilities Destination award and ranked in the top 100 facilities worldwide as referenced above. Phase I of the renovations were completed at a cost of \$18.1 million. Renovation work at the Saroyan Theater included a remodeling of the main lobby, theater back of house, plaza area and the replacement of the roof. The Selland Arena remodel entailed remodeling the back of house, locker rooms, new seats, and a new roof. A new complex chiller was also installed to accommodate all facilities. Currently phase II and III are underway including a roof for Selland Arena, boiler system, air handler, domestic hot water, HVAC, stage rigging, ice floor, scoreboard, sound system, hockey equipment and VIP seating. The total cost for both phases is \$9.9 million.

KEY CONTRACT PROVISIONS:

Length of Agreement:

The term of the agreement is ten years, which is consistent with the length of the agreements for other venues operated by SMG including the Save Mart Center, the Gardens in Bakersfield, and The Long Beach Convention Center. The agreement provides the City with the option of terminating the agreement if the actual Net Operating Loss/Profit for any year is not equal to or better than the Net Operating Loss/Profit set forth in the Approved Budget for that year. The right to terminate for failing to meet the financial budget is a new provision which was not included in the previous agreement.

Base Compensation:

The base compensation to SMG for services is based upon the current fee of an annual fixed fee of \$177,300.00, which amount shall be adjusted upward on the first day of each Fiscal Year following the first complete Fiscal Year starting July 1, 2009 and ending June 30, 2010 ("First Complete Fiscal Year"), by the percentage change in the Consumer Price Index - All Urban Consumers (CPI-U) - West Region - All Items, as published by the Bureau of Labor Statistics of the U.S. Department of Labor (the "Base Fee"), provided that such CPI increase shall not exceed 4.3% in any such Fiscal Year.

Incentive Fee:

In addition to the fees described above, SMG shall be entitled to an annual incentive fee with respect to each Fiscal Year hereunder during the Management Term or Renewal Term based upon its performance with respect to the qualitative criteria set forth within the contract. In no event shall the qualitative incentive fee exceed an amount equal to twenty percent (20%) of the total compensation payable to SMG in such Fiscal Year taking the Base Fee for such year and dividing it by .8, and then subtracting the Base Fee from the result with such resulting number being hereinafter referred to as the "Qualitative Fee Cap"):

Client Satisfaction. SMG shall demonstrate quality service to clients of the Facility by above average ratings on exit surveys, the form and procedure of which will be mutually agreed upon by SMG and the Contract Administrator. (up to 5 points)

Community Involvement. SMG personnel will actively participate in programs and organizations within the community on a volunteer basis. (up to 5 points)

Maintenance and Operation. SMG shall demonstrate quality maintenance and operation of the Facility based upon a review by the Owner on a quarterly basis of the condition of the Facility and the equipment therein. (up to 5 points)

Contract Compliance. SMG shall demonstrate compliance with the provisions of this Agreement based upon an annual review by the Owner to be completed no later than the end of each Fiscal Year of a mutually agreed upon checklist of compliance items. (up to 5 points)

Marketing. SMG shall demonstrate compliance with the marketing objectives of the Owner through effective utilization of available resources and shall establish a continuing and cooperative relationship with the Fresno Convention and Visitor's Bureau as described in Paragraph 1(h) of Exhibit "B". (up to 5 points)

At the end of each Fiscal Year, the Contract Administrator will, in its sole and absolute discretion, evaluate and assign a point value, up to the maximum values set forth above, to SMG's performance under each of the criteria above. The amount of the points assigned for such Fiscal Year will be used to calculate the qualitative incentive fee payable to SMG for such year as described below. The qualitative incentive fee for any Fiscal Year shall be an amount equal to the product of (A) the Qualitative Fee Cap for such year, and (B) a ratio whose denominator is 25 and whose numerator equals the number of points earned by SMG for such year in the Owner's discretion as provided above. The parties will meet periodically, as the Owner determines to be reasonably necessary, during the course of each Fiscal Year to provide performance updates and to discuss performance issues.

SMG shall not be entitled to be paid an incentive fee in any Fiscal Year as provided above, if the actual Net Operating Loss/Profit for such year is not equal to or better than the Net Operating Loss/Profit set forth in the Approved Budget for such year.

Annual Budget:

The agreement establishes the budget adopted by the City Council for fiscal Year 2008-2009 as the base budget for the agreement. The following annual budgets that are submitted by SMG each year shall only contain increases in the Operating Expenses to the extent consistent with Actual Cost Increases or the percentage increase represented by the percentage change in the Consumer Price Index -- All Urban Consumers (CPI-U) -- West Region -- All Items, as published by the Bureau of Labor Statistics of the U.S. Department of Labor whichever is less. Any Operating Budget showing increases

In Operating Revenue shall be substantiated with sufficient documentation. The City Manager shall require all relevant data and documentation at his sole discretion to substantiate Revenue or Actual Costs Increases in any submitted budget showing Operating Revenues or Expenses in excess of the Base Budget. All Budgets submitted are subject to approval by the City Manager before their submission to the City Council for its final approval. If the City Manager elects to modify such budgets submitted by SMG, he or she shall notify SMG in writing of such modifications at least ten (10) days prior to his or her submission of such budgets to the City Council for approval. In the event that SMG disagrees with the City Manager's modifications of the annual budget, SMG shall have the right to notify the City Council of its concerns and request a modification to the annual budget.

Within thirty days after the end of each Fiscal Year, the City Council shall notify SMG of any changes to the annual operating budget and the annual cash flow budget for the succeeding Fiscal Year proposed by SMG (or provided by the City Manager with his or her changes, as the case may be). The budgets as finally approved by the City Council shall be the Approved Budget for the following Fiscal Year.

Employee Benefit Cost Payments:

During the current contract term, the City presented the annual budget for FCEC based upon the benchmarks contained in the agreement. Beginning with the second year of operations, SMG submitted to the City Manager's Office a draft budget which exceeded the benchmarks contained in the agreement. After discussing the proposal with SMG, City staff informed SMG that the budget being presented to the City Council, and the cash funding provided to SMG, would be based upon the benchmark amounts which were ultimately adopted by the City Council as per the agreement. During the following three years, SMG operated the facilities consistent with the budget they presented, which resulted in SMG incurring employee benefit costs of approximately \$2 million which were not budgeted by the City, nor were reimbursements from the City requested by SMG during the years that they were incurred.

SMG believes that the City has an obligation to reimburse SMG for these expenses as the funds were spent on the operations of FCEC, that the agreement identifies that SMG is operating FCEC on behalf of the City, and as the expenses were included in financial reports SMG presented to the City, although without direct or indirect concurrence from the City they would be paid. City staff believes that SMG had a specific obligation to operate FCEC within the amounts of the budget adopted by the City Council, and that they were required to request approval from the City prior to spending any funds beyond that which was budgeted.

Staff from the City Manager's and City Attorney's Offices have met numerous times with staff and legal counsel from SMG attempting to resolve this matter without litigation and in such a manner as to retain the services of SMG for the operations of FCEC. The result of these negotiations is a staff recommendation that the City reimburse SMG \$1 million of the amount at the rate of \$100,000 per year during each of the 10 years of the proposed agreement. The reimbursements will be in monthly payments, and will be in addition to the annual operating fee paid to SMG over the life of the agreement. Staff believes this settlement is in the best interest of the City, and the most cost effective way to maintain consistency and the quality services provided over the term of the previous contract. The net present value of the payments is estimated to be \$781,000.

In the event this Agreement terminates due to City's breach, the City shall pay, or cause any successor management company to pay, to SMG the outstanding unpaid amount of the Employee Benefit Cost Payments existing as of such termination. In the event that the City terminates this Agreement due to SMG's failure to perform or comply with any terms of the agreement, the City will continue paying to SMG the Employee Benefit Cost Payments over the remainder of the Amortized Period.

Attachments: Contract
Support Letters

EXHIBIT

B

NET GENERAL FUND SUBSIDY

FY2001 TO FY2014

CITY OF FRESNO CONVENTION CENTER GENERAL FUND SUBSIDY: FY2001 TO FY2014

	CITY MANAGED				TRANSITION				SING MANAGED				FY 2013 AMENDED	FY 2014 ADOPTED
	FY 2001 ACTUALS	FY 2002 ACTUALS	FY 2003 ACTUALS	FY 2004 ACTUALS	FY 2005 ACTUALS	FY 2006 ACTUALS	FY 2007 ACTUALS	FY 2008 ACTUALS	FY 2009 ACTUALS	FY 2010 ACTUALS	FY 2011 ACTUALS	FY 2012 ACTUALS		
OPERATING FUND (FUND 43001)														
OPERATING SUBSIDY														
Operating Subsidy					1,061,005	1,182,500	870,500	648,000	842,363	862,700	798,476	748,600	1,394,500	1,439,700
Special Events Reimbursement (up to \$30K)						31,000	-	42,512	32,600	5,000	5,000	13,000	30,000	30,000
Sports Council					740,000	135,000	25,000	265,200	28,825	39,200				
CVA						740,000	740,000	740,000	1,146,421	1,200,000	600,024			
Tourism						65,000	60,560	119,000						
City Paid Expenses- Employee transition costs					200,324									
City Paid Expenses- Accrued Expenses from FY 2004					588,554									
City Paid Expenses- Misc (ID chips, postage, etc)						216,459								
City Paid Expenses- Trane Chiller Rental								300						
City Paid Expenses- Acclt expenses due to renovations								218,700						
City Paid Expenses - Ice Floor Consultant								20,000						
City Paid Valdez Hall Air Conditioner Repairs												8,218		
Operating Subsidy Subtotal	0	0	0	0	2,389,883	2,389,959	1,702,877	2,067,712	2,060,209	2,106,900	1,403,500	768,818	1,424,500	1,469,700
FUNDS PAID FOR OPERATION OF CONVENTION CENTER														
Management Fees					160,000	155,000	158,500	168,117	173,650	177,300	178,364	183,893	181,800	195,700
Potential Incentive Fee									50,000	100,000	100,000	100,000	100,000	100,000
Payoff of Employee Benefit Cost Payments (\$1 million over 10 years)														
Total Operating	0	0	0	0	2,749,883	2,524,959	1,861,377	2,225,829	2,273,659	2,384,200	1,681,864	1,053,711	1,764,300	1,814,300
DEBT SERVICE PAID BY GENERAL FUND (FUND 43001)														
Conf Ctr/Sealand Expansion (440301) (2) (3) (4)	2,283,108	2,285,017	2,280,634	2,415,182	1,726,497	1,520,956	1,521,507	1,517,562	1,585,738	3,402,969	415,347	526,170	600,000	2,391,200
New Exhibit Hall Debt Service (440302)	673,539	1,561,967	1,619,754	1,631,602	1,616,403	1,512,267	2,256,214	2,257,285	2,260,995	2,254,482	2,260,446	2,319,574	2,392,700	1,755,500
CC Improvements Debt Service (440303)							1,352,526	1,337,616	1,367,127	2,126,344	2,109,236	1,899,759	1,754,400	617,800
CC Improvements Phase II Debt Service (440304)									201,485	616,616	606,396	615,286	617,900	617,800
CC Improvements Falcons Debt Service (440305)									201,485	649,470	639,478	648,221	650,900	650,900
Total Debt Service	2,956,647	3,856,984	3,900,388	4,046,784	3,342,900	3,033,223	5,130,247	5,112,483	5,616,830	9,049,887	6,030,903	6,009,010	6,015,900	5,415,400
Total Expenses funded by General Fund	2,956,647	3,856,984	3,900,388	4,046,784	6,092,783	5,559,182	6,991,624	7,338,292	7,890,689	11,434,081	7,712,767	7,062,721	7,780,200	7,229,700
TOTAL GENERAL FUND SUPPORT (1)														
Room Tax (TOT) Support of Convention Center ^{(a) (b) (c)}	3,732,638	3,852,470	4,000,000	4,000,000	5,850,408	5,559,182	6,991,624	7,338,292	7,587,575	6,456,822	6,363,572	6,749,127	6,798,500	6,901,500
Additional General Fund Support	750,000	1,750,000	1,352,500	1,587,100	5,850,408	5,559,182	-	-	303,115	4,977,259	1,349,195	313,594	1,013,700	328,200
TOTAL GENERAL FUND SUPPORT (1) (8)	4,482,638	5,602,470	5,352,500	5,587,100	11,700,816	11,118,364	6,991,624	7,338,292	7,890,689	11,434,081	7,712,767	7,062,721	7,812,200	7,229,700
TOTAL ROOM TAX (9)	7,465,276	7,712,060	8,385,481	8,602,144	8,963,530	9,926,404	10,849,302	10,804,887	10,116,766	8,609,096	8,484,763	8,998,836	9,022,000	9,202,000
Total Net GF Cost FY2001-2007														
Total Net GF Cost FY2008-2014														

Notes:

- Does not reflect General Fund pay down of deficit fund balances.
- Amounts shown net of \$30K lease with John Q. Hammond. Lease revenues applied towards debt service.
- FY 2010 Debt service paid includes an additional \$1,750,000 for defeasance and prepayment of the 1986 Conference Center Certificates of Participation.
- FY 2011 Debt service shown net of lease, \$137,709 Bond rebate; and \$39,601 RDA payment. FY 2012 debt service shown net of lease and a \$69,140 RDA payment.
- FY 2003 and FY 2004 Room Tax Support of Convention Center based upon amounts referenced in the Adopted budget document and supporting notes.
- FY 2005 through FY 2008 reflect actual transfers made from the General Fund in support of Convention Center Operations and Debt Service.
- For Fiscal Year 2009 going forward Room Tax for in support of Convention Center estimated by taking 75% of the total amount.
- Total General Fund Support provided in FY 2001 through FY 2004 was sufficient to cover operations, required debt service and some capital projects.

EXHIBIT

C

FCEC P&L STATEMENT BY VENUE
FOR CALENDAR YEAR 2012

EXHIBIT 'A-3'

FRESNO CONVENTION ENTERTAINMENT CENTER STATEMENT OF PROFIT AND LOSS BY VENUE FOR CALENDAR YEAR ENDING 12/31/12

Statistics	2012 Selland Arena Totals	2012 Convention Center Totals	2012 Soyan Theatre Totals	Total 2012 Valdez Hall Totals	Totals All Venues
Attendance	258,290	60,503	145,230	52,617	516,640
No. of Performances	89	91	119	50	359
Event Days	74	102	111	57	344
No. Events	44	72	86	42	244
Use Days	88	134	163	68	453
Ice Holding Use Days	148				148
	236	134	163	68	601
Direct Event Income					
Rental Income	655,837	488,812	385,168	145,499	1,675,316
Less Catering Credit	-	(59,960)	(13,000)	(27,045)	(99,995)
Less Room Nights/Adjustments	(101,481)	(38,745)	(47,233)	(43,159)	(230,628)
Total Rental Income	554,356	390,117	324,935	75,295	1,344,693
Total Services Income	(213,209)	(69,515)	(43,268)	12,943	(313,049)
Total Direct Event Income	341,137	320,602	281,667	88,238	1,031,643
Ancillary Income					
Net Concessions Income	147,787	(3,875)	4,285	(2,113)	146,085
Net Catering Commission Income	16,084	143,142	30,398	53,667	243,290
Net Merchandise Commission Income	1,025	-	7,025	4,000	12,050
Net Parking Income	127,132	52,342	98,610	45,763	323,846
Net Other Ancillary Income	188,511	38,238	199,571	17,665	443,986
Total Ancillary Income	480,538	229,847	339,890	118,982	1,169,257
Net Event Income	821,675	550,449	621,556	207,220	2,200,900
Other Operating Income	155,516	36,429	87,443	31,681	311,068 Attendance
Adjusted Gross Income	977,191	586,878	708,999	238,900	2,511,968
Indirect Expenses					
Employee Wages & Benefits					2,396,694
Labor and Expenses Allocated					(626,833)
Net Unallocated Wages/Benefits	884,828	207,266	497,516	180,251	1,769,861 Attendance
Contracted Services					-
Operations Expenses	4,113	6,263	7,619	3,178	21,174 Use Days
Repairs & Maintenance	45,996	70,039	85,197	35,542	236,775 Use Days
Supplies	57,487	13,466	32,324	11,711	114,988 Attendance
Insurance	49,744	11,652	27,970	10,133	99,499 Attendance
					Use Days (for arena based on 180 ice holding days less 32 game days plus 453 recorded use days)
Utilities	409,876	232,726	283,092	118,100	1,043,794
General and Admin. Expenses	97,361	22,804	54,738	19,832	194,725 Attendance
Management Fee	93,114	21,811	52,356	18,969	186,250 Use Days
Special Event Expenses	14,248	3,338	6,011	2,903	26,500 Actual
Extraordinary Expense					-
Total Indirect Expenses	1,658,768	589,366	1,048,824	400,619	3,695,566
Net Income (Loss)	(679,567)	(2,489)	(339,824)	(161,718)	(1,183,598)

EXHIBIT

D

FCEC EVENTS SUMMARY

FY2004 TO FY2012

COMPARING CONVENTION CENTER ACTUAL DATA WITH SMG PERFORMANCE MEASURES

Year	Number Events	Percent Change	Annual Mgt Fee	Percent Change	Event Days Used	Estimated Event Attendance	Number Conventions	SMG Performance Measures New Events	SMG Performance Measures New Conventions
FY2003-04	318				431	740,296	14	-	-
FY2004-05	461	45%	\$ 160,000		663	223,287	31	17	1
FY2005-06	506	10%	\$ 155,000	-3%	1,126	540,962	39	21	2
FY2006-07	424	-16%	\$ 158,500	2%	698	588,770	41	27	3
FY2007-08	488	15%	\$ 168,117	6%	774	706,008	33	31	4
FY2008-09	378	-23%	\$ 173,650	3%	682	542,914	24	34	4
FY2009-10	285	-25%	\$ 177,300	2%	525	507,177	13	-	-
FY2010-11	296	4%	\$ 178,364	1%	507	438,940	14	-	-
FY2011-12	250	-16%	\$ 183,893	3%	517	518,559	14	-	-
FY2012-13	230	-8%	\$ 191,800	4%	326	518,060	16	-	-
Totals	3,636	-13%		19%	6,249	5,324,973	239	130	14

Notes:

1. SMG started January 1, 2004 and half of FY2003-04 data is SMG & one half is City run
2. SMG Performance standards are from 2004 contract with City & do not extend past FY2008-09
3. The above data is from SMG's May 2013 monthly report to the City
4. Management fee data provided by City Managers Office



FCEC EVENTS REPORT FY SUMMARY

For the Month Ending May 31, 2013

FCEC Actual Events Held by Year

Year	Actual Events Held	Event Days Used	Est. Event Attendance
2003 (Base Year)	318	431	740,296
2004-2005	461	663	223,287
2005-2006	506	1,126	540,962
2006-2007	424	698	588,770
2007-2008	488	774	706,008
2008-2009	378	682	542,914
2009-2010	285	525	507,177
2010-2011	296	507	438,940
2011-2012	250	517	518,559
2012-2013	230	326	518,060
Totals	3,636	6,249	5,324,973

2009 Events Held decrease reflects across the board significant reductions in City of Fresno/Non-Revenue events held.

FCEC Contracted & Tentative Events by Year

Year	Total Events	Contracted Events	Est. Event Days Used	Est. Event Attendance
2012-2013 FY	251	251	415	434,100
2013-2014 FY	49	49	83	74,950
Totals	3,936	300	498	509,050

FCEC Event Types by Year

Event Type	2003-04	2004-05	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13
Banquets/Receptions	53	47	87	57	49	34	41	51	38	37
Concerts/Entertainment	19	18	24	20	33	12	19	14	21	17
Conventions/Trade Shows	14	31	38	41	23	24	13	14	14	15
Cultural Performances	44	32	35	37	36	33	31	31	29	28
Family Shows	4	5	5	3	14	5	5	5	6	5
Meetings	49	50	51	55	62	45	42	48	30	37
City Use	23	179	200	110	145	86	24	12	4	3
Public/Consumer Shows	12	16	17	16	24	20	20	21	15	13
School/Community Events	49	37	60	57	45	46	48	56	53	52
Sporting Events	51	45	22	28	47	103	42	44	42	43
Totals	318	461	506	424	488	378	285	296	250	251
Event Type	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21		
Banquets/Receptions	12	6	4	3	1	1	1	0		
Concerts/Entertainment	1	1	1	0	0	0	0	0		
Conventions/Trade Shows	2	6	6	4	1	1	1	1		
Cultural Performances	2	3	1	0	1	0	0	0		
Family Shows	2	0	0	0	0	0	0	0		
Meetings	5	0	0	0	0	0	0	0		
City Use	0	0	0	0	0	0	0	0		
Public/Consumer Shows	3	4	0	1	1	0	0	0		
School/Community Events	9	9	2	1	0	0	0	0		
Sporting Events	1	8	5	1	0	0	0	0		
Totals	49	37	19	10	4	2	2	1		

EXHIBIT

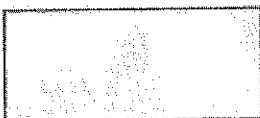
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SMG FINANCIAL STATEMENT
FOR PERIOD 7-1-12 TO 5-31-13

Financial Statements

For Period

7-1-12 thru 5-31-13



FRESNO CONVENTION AND ENTERTAINMENT CENTER/SMG

FISCAL

YEAR ENDING JUNE 30, 2013

FRESNO CONVENTION & ENTERTAINMENT CENTER/SMG

JULY 1, 2012 TO JUNE 30, 2013

INCOME STATEMENT MONTHLY

	ACTUAL 7/1/2012 TO 5/31/2013 **	PROJECTED 6/1/2013 TO 6/30/2013	TOTAL ACTUAL / PROJECTED FYE 06/30/2013	BUDGET FYE 6/30/2013	VARIANCE POSITIVE (NEGATIVE)	PRIOR YEAR ACTUAL FYE 06/30/2012
EVENT INCOME						
DIRECT EVENT INCOME						
RENTAL INCOME	1,285,825	97,184	1,383,009	1,568,343	(185,334)	1,317,813
SERVICE EVENT INCOME	1,095,064	103,135	1,198,199	1,428,569	(230,370)	1,311,458
SERVICE EVENT EXPENSE	(1,407,665)	(129,166)	(1,536,831)	(1,758,407)	221,576	(1,719,437)
TOTAL DIRECT EVENT INCOME	973,224	71,153	1,044,377	1,238,505	(194,128)	909,834
ANCILLARY INCOME						
FOOD & BEVERAGE	491,426	25,528	516,954	689,963	(173,009)	499,296
NOVELTY SALES	13,736	1,039	14,775	13,101	1,674	12,486
PARKING	276,862	22,824	299,686	377,121	(77,435)	338,898
TELECOMMUNICATIONS						
ELECTRICAL/OTHER ANCILLARY	49,244	3,915	53,159	41,745	11,414	57,307
FACILITY FEES/TM REBATES	325,381	30,640	356,021	470,715	(114,694)	450,916
TOTAL ANCILLARY INCOME	1,156,649	83,946	1,240,595	1,592,645	(352,050)	1,358,903
TOTAL EVENT INCOME	2,129,873	155,099	2,284,972	2,831,150	(546,178)	2,268,737
OTHER OPERATING INCOME	219,963	17,680	237,643	145,964	91,679	373,959
ADJUSTED GROSS INCOME	2,349,836	172,779	2,522,615	2,977,114	(454,499)	2,642,696
INDIRECT EXPENSES						
EMPLOYEE WAGES & BENEFITS	2,224,431	202,574	2,427,005	2,563,137	(136,132)	2,461,880
OPERATIONS EXPENSES	23,398	1,927	25,325	23,058	(2,267)	23,500
REPAIRS & MAINTENANCE	217,916	6,257	224,173	330,591	(106,418)	243,999
SUPPLIES	128,823	5,715	134,538	149,248	(14,710)	149,436
INSURANCE	102,147	9,284	111,431	111,452	21	86,900
GENERAL/ADMINISTRATIVE EXPENSES	165,544	10,618	176,162	137,725	(38,437)	215,885
UTILITIES/TELEPHONE	970,865	80,000	1,050,865	1,112,951	(62,086)	1,087,096
SMG MANAGEMENT FEE	175,813	15,987	191,800	191,800	-	180,700
OTHER EXPENSE (SPECIAL EVENTS)	3,000	22,500	25,500	30,000	(4,500)	25,500
LABOR AND EXPENSES ALLOCATED	(601,514)	(36,382)	(637,896)	(719,561)	(81,665)	(747,258)
TOTAL INDIRECT EXPENSES	3,410,423	298,480	3,708,903	3,930,401	(221,498)	3,727,638
NET INCOME (LOSS)	(1,060,587)	(125,701)	(1,186,288)	(953,287)	(233,001)	(1,084,942)

Fresno Convention Entertainment Ctr.
Financial Statement Highlights
For the Ten Months Ending
April 30, 2013

	Year to Date Actual	Year to Date Budget	Variance	Last Year Actual
Attendance	518,060	534,929	(16,869)	489,981
Number of Performances	338	342	(4)	327
Event Days	326	320	6	311
Number of Events	229	244	(15)	229
Use Days	427	448	(21)	404
Gross Ticket Sales	4,709,158	5,563,350	(854,192)	4,968,520
	0	0	0	0
Direct Event Income	973,224	1,139,622	(166,398)	837,617
Ancillary Income	1,156,649	1,487,524	(330,875)	1,309,070
Total Event Income	2,129,873	2,627,146	(497,273)	2,146,687
Other Operating Income	219,963	131,617	88,346	230,714
Adjusted Gross Income	2,349,836	2,758,763	(408,927)	2,377,401
Indirect Expenses	3,410,423	3,580,182	(169,759)	3,431,898
Net Income (Loss)	(1,060,587)	(821,419)	(239,168)	(1,054,497)

Number of Events:	244 events budgeted and 229 held		
Attendance:	Attendance for YTD is 493,804		
Direct Event Income:	Lower than budgeted revenues because of decreased event load		(166,398)
Ancillary Revenues:	Lower than budget due to lower concessions, novelty & miscellaneous ancillary income		(330,875)
Other Income:	Higher than budgeted due to event revenue budgeted as negative		88,346
Indirect Expenses:	Employee Wage & Benefits - Lower than budget due to labor cost savings measures		(113,645)
	Operations Expenses - Higher than budget due to equipment rental		2,267
	Repairs & Maintenance - Lower than budget due to cost savings measures		(85,123)
	Supplies - Lower than budget due to cost savings measures		(7,984)
	Insurance - Higher than Budget due to premium adjustment		(21)
	Utilities - Lower than budget due to overall more moderate weather conditions & cost savings measures		(31,024)
	General & Administrative Expenses - Higher than budget due unanticipated computer and marketing expenses		42,437
	Special Event Expenses - Lower than Budget due to no special event		(24,500)
	Labor & Expense Allocated - Lower than budget due to labor cost savings measures		47,834

Fresno Convention Entertainment Ctr.
Financial Statement Highlights
For the Eleven Months Ending
May 31
, 2013

	Year to Date Actual	Year to Date Budget	Variance	Last Year Actual
Attendance	518,060	534,929	(16,869)	489,981
Number of Performances	338	342	(4)	327
Event Days	326	320	6	311
Number of Events	229	244	(15)	229
Use Days	427	448	(21)	404
Gross Ticket Sales	4,709,158	5,563,350	(854,192)	4,968,520
	0	0	0	0
Direct Event Income	973,224	1,139,622	(166,398)	837,617
Ancillary Income	1,156,649	1,487,524	(330,875)	1,309,070
Total Event Income	2,129,873	2,627,146	(497,273)	2,146,687
Other Operating Income	219,963	131,617	88,346	230,714
Adjusted Gross Income	2,349,836	2,758,763	(408,927)	2,377,401
Indirect Expenses	3,410,423	3,580,182	(169,759)	3,431,898
Net Income (Loss)	(1,060,587)	(821,419)	(239,168)	(1,054,497)

Number of Events:	244 events budgeted and 229 held			
Attendance:	Attendance for YTD is 493,804			
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Ancillary Revenues:	Lower than budget due to lower concessions, novelty & miscellaneous ancillary income			(330,875)
Other Income:	Higher than budgeted due to event revenue budgeted as negative			88,346
Indirect Expenses:	Employee Wage & Benefits - Lower than budget due to labor cost savings measures			(113,645)
	Operations Expenses - Higher than budget due to equipment rental			2,267
	Repairs & Maintenance - Lower than budget due to cost savings measures			(85,123)
	Supplies - Lower than budget due to cost savings measures			(7,984)
	Insurance - Lower than Budget due to premium adjustment			(21)
	Utilities - Lower than budget due to overall more moderate weather conditions, cost savings measures and smaller event load			(31,024)
	General & Administrative Expenses - Higher than budget due unanticipated computer and marketing expenses			42,437
	Special Event Expenses - Lower than Budget due to no special event			(24,500)
	Labor & Expense Allocated -Lower than budget due to smaller event load			47,834

Fresno Convention & Ent. Ctr./SMG
Balance Sheet
May 31, 2013

ASSETS

Current Assets		
Cash	\$	991,330
Accounts Receivable		277,252
Prepaid Expenses		38,382
Inventory Concessions		48,218
Furniture & Fixtures		151,950
Theatre & Concessions Assets		226,599
		<hr/>
Total Current Assets		1,733,731
		<hr/>
Total Assets	\$	1,733,731
		<hr/>

LIABILITIES AND EQUITY

Current Liabilities		
Accounts Payable	\$	1,662,240
Accrued Expenses		57,983
Deferred Income		8,187
Adv. Ticket Sales & Deposits		711,563
Other Current Liabilities		0
		<hr/>
Total Current Liabilities		2,439,973
		<hr/>
Equity		
Funds Received From City		12,629,771
Retained Earnings		(12,275,426)
Net Income (Loss)		(1,060,587)
		<hr/>
Total Equity		(706,242)
		<hr/>
Total Liabilities and Equity	\$	1,733,731
		<hr/>

Fresno Convention & Ent. Ctr./SMG
Balance Sheet Supporting Schedules
May 31, 2013

Cash and Investments		
Cash Operations	\$	142,664
Cash Ticket Sales Escrow		470,430
Cash Contract Deposit Escrow		218,829
Cash Payroll Account		9,747
Cash Concessions BofA		85,355
Cash Concessions BofA CC		12,450
Cash - Box Office Vault		10,000
Cash - Parking Vault		6,000
Petty Cash - Admin		250
Petty Cash Operations		500
Petty Cash Concessions		300
Petty Cash - Event Services		300
Change Fund Box Office		14,628
Change Fund Concessions		19,877
		<hr/>
Total Cash		991,330
Accounts Receivable		
A/R Control		168,358
A/R Food & Beverage		39,006
A/R CoF Special Event Funding		1,579
A/R Ticketmaster		10,445
A/R Consignment Tickets		62,964
Allowance For Doubtful Account		(5,100)
		<hr/>
Total Accounts Receivable		277,252
Prepaid Expenses		
Prepaid Maintenance Agreements		19,959
Prepaid Event Expenses		1,074
Prepaid Operations Expense		5,000
Prepaid Subscript/Memberships		9,857
Prepaid Concessions Expense		2,492
		<hr/>
Total Prepaid Expenses		38,382
Inventory		
Inventory Concessions		48,218
		<hr/>
Total Inventory		48,218
Other Assets		
Furniture & Fixtures		151,950
Concessions Furniture & Equip		31,589
Concessions Assets Other		28,364
Theatre Improvements		166,646
		<hr/>
Total Other Assets		378,549
Total Assets	\$	1,733,731

For Management Purposes Only

Fresno Convention & Ent. Ctr./SMG
Balance Sheet Supporting Schedules
May 31, 2013

Accounts Payable	
A/P Control	\$ 1,482,820
A/P Sales Tax Concessions	1,928
A/P Payroll	114,022
A/P Other Taxes W/H	11,206
A/P Employee Savings W/H	(1,189)
A/P 401k W/H	(86)
A/P Union Deductions W/H	1,644
A/P Concessions Vendors	39,550
A/P Concessions Other	3,103
A/P COF Phone/Internet	(335)
A/P Event Liability-S Arena	(10,694)
A/P Event Liability-E Hall	5,340
A/P Event Liability-S Theatre	1,720
A/P Event Liability-V Hall	381
A/P Payroll Clearing	8,599
A/P Food & Beverage Clearing	4,231
Total Accounts Payable	1,662,240
Accrued Expenses	
Accrued Expenses	1,054
Accrued Vacation	56,929
Total Accrued Expenses	57,983
Deferred Income	
Deferred Liability Fees	1,520
Deferred Advtsg Contracts	6,667
Total Deferred Income	8,187
Advanced Ticket Sales and Deposits	
Advance Ticket Sales	605,621
Advance Ticket Subscriptions	(91,149)
Advance Ticket Clearing	(11,491)
Advance Deposits	208,582
Total Adv. Ticket Sales and Deposits	711,563
Other Current Liabilities	
Total Other Current Liabilities	0
Equity	
Funds Received From City	12,629,771
Retained Earnings	(12,275,426)
Net Income/Loss	(1,060,587)
Total Equity	(706,242)
Total Liabilities and Equity	\$ <u>1,733,731</u>

For Management Purposes Only

FRESNO CONVENTION & ENTERTAINMENT CENTER/SM/G

A/R Control - 0100-0000

May 31, 2013

	<u>05/31/13</u>	<u>%</u>	<u>Collected</u>	<u>06/30/13</u>
Current	43,979.80	35.83%	3,761.53	40,218.27
30 Days	36,288.39	29.56%	30,009.71	6,278.68
60 Days	22,705.29	18.50%	22,406.56	298.73
Over 90 Days	19,770.91	16.11%	11,110.17	8,660.74
Total Per A/R Aging	<u>122,744.39</u>	<u>100.00%</u>	<u>67,287.97</u>	<u>\$55,456.42</u>

Accrue May 13 Invoices posted in June 13
Accrue May 13 Parking Revenue posted in June 13

26,873.74 Rev. out in June 2013
18,740.00 Rev. out in June 2013

Total Per G/L

168,358.13

90 Days-Customers

Comment

Event Settlement, Bull Breed Coalition Registry Show, 12/8/2012	450.80	Client states did not receive settlement, resent April, 2013
Central California Magazine	1,519.22	Called & emailed Melanie Warner and Terri - no response, gone out of business
Dept. of Homeland Security	85.96	Changed mailing address for client
Jamz Cheer & Dance	753.96	Client is making payments. Most recent was 1/22/13
The Macerich Company - Sponsorship of Fresno Sports Council & FCEC, 6/1/09 to 5/31/10	2,500.00	Invoiced for the entire year and sponsor has requested to pay in quarterly installments, set up a 100% reserve
Media Solutions, American Baptist Association Annual Messengers Meeting, 06/18-21/12	436.00	Client is disputing charge. We are researching
Pardini's Catering--Feb13 Catering Commission	11,110.17	Pd 6/3/13
Spirit Brands Competition Cheer & Dance, 1/21/12 - Cancelled Event - Liquidated Damages	2,600.00	Left message; paying with wire transfer, set up a 100% reserve. Will send wire transfer info on Monday 01/23. Emailed copy of wire instructions, have not heard back
World Financial Group	315.00	Left message; will continue to make contact. Attempting to find another person to contact.
	<u>19,770.91</u>	

Fresno Convention Ent. Ctr./SMG
Statement of Cash Flow
For the Eleven Months Ended
May 31, 2013

	Current Month	Year to Date
Cash Flows from Operating Activities		
Net Income (Loss)	(\$ 142,672.06)	(\$ 1,060,586.12)
Sources (Uses) of Working Capital		
Accounts Receivable	22,086.65	388,753.04
Prepaid Expenses	(8,765.12)	8,346.80
Furniture Fixtures	(27,370.63)	(19,917.74)
Accounts Payable & Accrued Exp	4,346.16	(353,774.28)
Deferred Income	(8,159.13)	(105,800.93)
Advance Deposits & Ticket Sale	337,014.85	(191,951.64)
Other Liabilities	0.00	0.00
	<u>319,152.78</u>	<u>(274,344.75)</u>
Total Adjustments		
	<u>176,480.72</u>	<u>(1,334,930.87)</u>
Net Cash Provided by Operations		
Other Sources (Uses) of Cash		
Funding Requests - Operating, CVB & Mgt Fee		
City of Fresno	15,983.00	1,064,781.95
	<u>15,983.00</u>	<u>1,064,781.95</u>
Net Cash City of Fresno		
	<u>15,983.00</u>	<u>1,064,781.95</u>
Net Increase (Decrease) in Cash	<u>\$ 192,463.72</u>	<u>(\$ 270,148.92)</u>
Summary		
Cash Balance at End of Period	\$ 991,330.13	\$ 991,330.13
Cash Balance at Beg of Period	(798,866.41)	(1,271,878.74)
	<u>\$ 192,463.72</u>	<u>(\$ 280,548.61)</u>
Net Increase (Decrease) in Cash		
<hr/>		
* Ending Cash Balance Reconciliation		
Unrestricted Cash	302,071	
Restricted Cash	689,259	
Total Ending Cash Balance	<u>991,330</u>	
**Beginning Cash Balance Reconciliation		
Unrestricted Cash	560,298	
Restricted Cash	238,569	
Total Beginning Cash Balance	<u>798,867</u>	

EXHIBIT

F

AGED ACCOUNTS PAYABLE SUMMARY

FOR PERIOD FY2005 TO FY2013 &

MAY 2013 DETAILED REPORT

SUMMARY OF SMG FINANCIAL STATEMENTS: AGED ACCOUNTS PAYABLE FY2005 THROUGH FY2013

ALL PAYABLES SUMMARY

Year	Total Accounts Payable At Fiscal Year End	City of Fresno	PG&E	Employee Benefits	SMG Corporate
FY2005	\$ 1,293,924	\$ -			
FY2006	\$ 1,351,166	\$ -			\$1,464,482
FY2007	\$ 2,416,482	\$ -			\$1,178,466
FY2008	\$ 2,972,200	\$ -		\$2,016,895	
FY2009	\$ 1,470,681	\$ -			
FY2010	\$ 1,929,918	\$ 607,143	\$ 904,797		\$ 4,762
FY2011	\$ 2,133,853	\$ 688,228	\$ 1,083,848		\$ 1,937
FY2012	\$ 2,015,411	\$ 606,683	\$ 975,678		\$ 4,936
FY2013	\$ 1,662,240	\$ 744,762	\$ 475,627		\$ 911

CITY OF FRESNO ACCOUNTS PAYABLE SUMMARY

Utilities	APES	Info Systems	Purchasing	IS Dept	Police	Other	Total City Accounts Payable
\$ 176,838	\$250,799	\$149,010	\$ 12,979	\$ 2,655	\$ 12,707	\$2,155	\$ -
\$ 235,274	\$303,372	\$128,583	\$ 12,979	\$ 3,550	\$ 2,315	\$2,155	\$ -
\$ 190,766	\$365,716	\$ 23,538	\$ 12,979	\$ 6,875	\$ 4,654	\$2,155	\$ -
\$ 208,211	\$470,339	\$ 23,537	\$ 12,979	\$16,255	\$ 11,153	\$2,288	\$ 607,143
							\$ 688,228
							\$ 606,683
							\$ 744,762

Notes: 1. Financial statements provided by SMG for period FY2005-FY2013 is the source for the above data

2. FY2013 data is only through 5-31-13, awaiting June 2013 report from SMG

Date	PG&E Balance	Net Change
6/30/10	\$ 904,797	\$ 164,653
12/31/10	\$ 1,069,450	\$ 14,398
6/30/11	\$ 1,083,848	\$ (3,610)
12/31/11	\$ 1,080,238	\$ (104,561)
6/30/12	\$ 975,677	\$ 1
12/31/12	\$ 975,678	\$ (373,523)
1/31/13	\$ 602,155	\$ 88,903
2/28/13	\$ 691,058	\$ (211,437)
3/31/13	\$ 479,621	\$ (16,227)
4/30/13	\$ 463,394	\$ 12,233
5/31/13	\$ 475,627	

City Transfer of \$350,000 was approved 2-28-2013 but it appears transfer was made in January, 2013

Fresno Convention & Ent. Ctr./SMG

Aged Payables

As of May 31, 2013

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
	9003				540.00	540.00
	8995				300.00	300.00
	8998				300.00	300.00
	8997				360.00	360.00
	8999				360.00	360.00
	9010				660.00	660.00
	9133		600.00			600.00
AME01 American Ambulance			600.00		4,560.00	5,160.00
AQU01 Aqua Treat Chemicals 650-593-2100	23066	330.68				330.68
AQU01 Aqua Treat Chemicals		330.68				330.68
AT&T01 AT&T Broadcasting Lines Larry Clutts 1-800750-2355	5594425865_J 5594425076_J	951.95 58.43				951.95 58.43
AT&T01 AT&T Broadcasting Lin		1,010.38				1,010.38
BAK01 Baker, Manock, & Jensen Douglas Jensen 559.432.5400	14650-2013030 14650-2013040 14650-2013050	2,195.85	244.25	560.50		560.50 244.25 2,195.85
BAK01 Baker, Manock, & Jense		2,195.85	244.25	560.50		3,000.60
BED04 Bedard Controls, Inc 559-271-8990	18948 19002	295.00		295.00		295.00 295.00
BED04 Bedard Controls, Inc		295.00		295.00		590.00
BIG01 Bigfoot	11351	450.00				450.00

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Aged Payables

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Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
BIG01 Bigfoot		450.00				450.00
BRO01 Bron Tapes of California Cindy Nunes 510-263-3770	353897		2,229.47			2,229.47
BRO01 Bron Tapes of Californi			2,229.47			2,229.47
CAL04 California Chamber Of C 800.649.4921	875501_June2	399.00				399.00
CAL04 California Chamber Of		399.00				399.00
CAS02 Castech Pest Services 559-276-6600	0049164 0049603 0048039	850.00	850.00	850.00		850.00 850.00 850.00
CAS02 Castech Pest Services		850.00	850.00	850.00		2,550.00
CIT04 COF Municipal Utility & S 559.621.6888	436487-28178 436487-211386 436487-211814 436487-290470 436487-211868 436487-211870 436487-21186 436487-28178 436487-211386 436487-211814 436487-211816 436487-211868 436487-211870 436487-212684 436487-290470 436487-28178J 436487-211386 436487-211814			393.90 313.59 97.49 1,802.33 47.88 71.88 62.99 795.31 250.05 81.05 54.18 47.88 71.88 10,818.41 2,062.59 505.43 104.03 65.32	393.90 313.59 97.49 1,802.33 47.88 71.88 62.99 795.31 250.05 81.05 54.18 47.88 71.88 10,818.41 2,062.59 505.43 104.03 65.32	

Fresno Convention & Ent. Ctr./SMG

Aged Payables

As of May 31, 2013

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
	436487-211816				54.18	54.18
	436487-211868				47.88	47.88
	436487-211871				71.88	71.88
	436487-212684				10,421.17	10,421.17
	436487-290470				914.60	914.60
	436487-28178				588.69	588.69
	436487-211386				81.02	81.02
	436487-211814				64.62	64.62
	436487-211816				54.18	54.18
	436487-211868				8,913.56	8,913.56
	436487-211870				71.88	71.88
	436487-211868				59.81	59.81
	436487-211868				47.88	47.88
	436487-211870				71.88	71.88
	436487-28178-				710.83	710.83
	436487-211386				154.42	154.42
	436487-211814				76.38	76.38
	436487-211816				54.18	54.18
	436487-212684				9,852.90	9,852.90
	436487-290470				1,676.27	1,676.27
	436487-28178_				1,105.04	1,105.04
	436487-211386				165.18	165.18
	436487-211814				117.31	117.31
	436487-211816				54.18	54.18
	436487-290470				1,301.69	1,301.69
	436487-212684				19,720.55	19,720.55
	436487-211870				71.88	71.88
	436487-211868				47.88	47.88
	436487-212684				4,801.89	4,801.89
	436487-211816				20.77	20.77
	436487-290470				859.33	859.33
	436487-211814				44.29	44.29
	436487-28178_				256.51	256.51
	436487-211386				71.44	71.44
	436487-211870				35.94	35.94
	436487-211868				23.94	23.94
	436487-212684				7,067.07	7,067.07
	436487-211386				199.94	199.94
	436487-211814				54.66	54.66
	436487-211816				27.09	27.09
	436487-28178_				1,363.20	1,363.20
	436487-290470				1,287.81	1,287.81
	436487-211868				23.94	23.94
	436487-211870				35.94	35.94
	436487-211814				43.49	43.49
	436487-211386				67.33	67.33
	436487-28178_				231.26	231.26
	436487-212684				4,334.62	4,334.62
	436487-211816				27.09	27.09
	436487-290470				531.80	531.80
	436487-211868				23.94	23.94
	436487-211870				35.94	35.94
	436487-211814				40.27	40.27
	436487-211386				75.88	75.88
	436487-212684				4,941.16	4,941.16
	436487-211816				27.09	27.09
	436487-28178_				2,508.79	2,508.79
	436487-290470				294.75	294.75
	436487-211868				23.94	23.94
	436487-211870				35.94	35.94
	436487-212684				4,237.19	4,237.19

Fresno Convention & Ent. Ctr./SMG

Aged Payables

As of May 31, 2013

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

Vendor ID Vendor Contact Telephone 1	Invoice/CMI #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
	436487-290470				284.65	284.65
	436487-28178				242.67	242.67
	436487-211814				42.74	42.74
	436487-211816				27.09	27.09
	436487-211386				65.10	65.10
	436487-211870				35.94	35.94
	436487-211868				23.94	23.94
	436487-290470				237.11	237.11
	436487-212684				5,457.33	5,457.33
	436487-211816				27.09	27.09
	436487-28178				1,791.37	1,791.37
	436487-211386				65.83	65.83
	436487-211814				22.38	22.38
	436487-211868				23.94	23.94
	436487-211870				35.94	35.94
	436487-211816				27.09	27.09
	436487-211814				49.45	49.45
	436487-290470				511.70	511.70
	436487-212684				4,977.68	4,977.68
	436487-28178				373.63	373.63
	436487-211386				81.49	81.49
	436487-211870				35.94	35.94
	436487-211868				23.94	23.94
	436487-28178				2,309.52	2,309.52
	436487-211816				27.09	27.09
	436487-290470				1,262.49	1,262.49
	436487-211814				15.17	15.17
	436487-211386				22.64	22.64
	436487-212684				2,792.51	2,792.51
	436487-211870				35.94	35.94
	436487-211868				23.94	23.94
	436487-290470				828.19	828.19
	436487-28178				487.48	487.48
	436487-211386				89.68	89.68
	436487-211814				52.43	52.43
	436487-211816				27.09	27.09
	436487-212684				5,425.40	5,425.40
	436487-211870				35.94	35.94
	436487-211868				23.94	23.94
	436487-211816				27.09	27.09
	436487-28178				2,235.50	2,235.50
	436487-211386				84.17	84.17
	436487-212684				2,220.72	2,220.72
	436487-290470				178.28	178.28
	436487-211814				15.09	15.09
	436487-211868				23.94	23.94
	436487-211870				35.94	35.94
	436487-212684				5,126.27	5,126.27
	436487-290470				473.17	473.17
	436487-28178				493.19	493.19
	436487-211386				85.96	85.96
	436487-211814				50.19	50.19
	436487-211816				27.09	27.09
	436487-211870				35.94	35.94
	436487-211868				23.94	23.94
	436487-28178				1,751.51	1,751.51
	436487-211386				98.55	98.55
	436487-290470				618.08	618.08
	436487-212684				2,317.33	2,317.33
	436487-211814				21.90	21.90
	436487-211816				26.89	26.89

Fresno Convention & Ent. Ctr./SMG

Aged Payables

As of May 31, 2013

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
	436487-211868				23.94	23.94
	436487-211870				35.94	35.94
	436487-211816				27.09	27.09
	436487-290470				853.11	853.11
	436487-211386				108.31	108.31
	436487-211814				54.66	54.66
	436487-28178_				675.39	675.39
	436487-212684				7,830.04	7,830.04
	436487-211868				23.94	23.94
	436487-211870				35.94	35.94
	436487-28178_				2,656.84	2,656.84
	436487-211386				99.01	99.01
	435487-211816				27.09	27.09
	436487-290470				1,292.69	1,292.69
	436487-212684				1,212.78	1,212.78
	436487-211814				9.96	9.96
	211868_Oct11				23.94	23.94
	211870_Nov11				35.94	35.94
	290470_Oct11				528.79	528.79
	211816_Oct11				27.09	27.09
	28178_Oct11				977.18	977.18
	211386_Oct11				91.92	91.92
	211814_Oct11				42.00	42.00
	212684_Oct11				4,738.96	4,738.96
	212684_Nov11				4,017.02	4,017.02
	211814_Nov11				22.62	22.62
	211816_Nov11				27.09	27.09
	211386_Nov11				93.29	93.29
	290470_Nov11				1,670.57	1,670.57
	28178_Nov11				1,580.72	1,580.72
	211870_Jan12				35.94	35.94
	211868_Jan12				23.94	23.94
	28178_Dec11				1,392.81	1,392.81
	211386_Dec11				66.59	66.59
	211816_Dec11				27.09	27.09
	211814_Dec11				34.55	34.55
	290470_Dec11				299.22	299.22
	212684_Dec11				250.06	250.06
	211870_Dec11				35.94	35.94
	211868_Dec11				23.94	23.94
	28178_Jan12				-25.76	-25.76
	211814_Jan12				30.07	30.07
	290470_Jan12				443.73	443.73
	211816_Jan12				27.09	27.09
	212684_Jan12				346.11	346.11
	211386_Jan12				71.01	71.01
	211870_Feb12				35.94	35.94
	211868_Feb12				23.94	23.94
	211868_Mar12				23.94	23.94
	436487-28178_				328.06	328.06
	211386_Feb12				52.66	52.66
	211814_Feb12				32.51	32.51
	211816_Feb12				27.09	27.09
	212684_Feb12				250.06	250.06
	290470_Feb12				368.11	368.11
	211868_March				23.94	23.94
	211870_March				35.94	35.94
	211816_March				27.09	27.09
	212684_March				250.06	250.06
	211386_March				52.46	52.46
	211814_March				32.31	32.31

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Vendor ID Vendor Contact Telephone 1	Invoice/CMI #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
	28178_March2				555.83	555.83
	290470_March				575.82	575.82
	211870_May20				35.94	35.94
	211868_May20				23.94	23.94
	436487-211814				32.41	32.41
	436487-211386				66.59	66.59
	436487-28178				436.24	436.24
	436487-212684				250.06	250.06
	436487-290470				430.95	430.95
	436487-211816				27.09	27.09
	211870_June2				35.94	35.94
	211868_June2				23.94	23.94
	28178_May201				350.85	350.85
	211386_May20				50.49	50.49
	212684_May20				250.06	250.06
	290470_May20				736.04	736.04
	211814_May20				32.31	32.31
	211816_May20				27.09	27.09
	436487-211870				35.94	35.94
	436487-211868				23.94	23.94
	211386_June2				58.93	58.93
	28178_June20				629.85	629.85
	211816_June2				27.09	27.09
	211814_June2				32.41	32.41
	290470_June2				509.43	509.43
	212684_June2				250.06	250.06
	211868_Jul12				23.94	23.94
	211870_Jul12				35.94	35.94
	212684_July12				250.06	250.06
	290470_July12				632.63	632.63
	211814_Jul12				39.28	39.28
	211816_Jul12				27.09	27.09
	28178_Jul12				726.62	726.62
	211386_Jul12				81.05	81.05
	211870_Sept12				35.94	35.94
	211868_Sept12				23.94	23.94
	28178_Aug12				646.93	646.93
	211386_Aug12				79.65	79.65
	212684_Aug12				250.06	250.06
	290470_Aug12				595.41	595.41
	211814_Aug12				32.31	32.31
	211816_Aug12				27.09	27.09
	211868_Octob				23.94	23.94
	28178_Sep12				772.19	772.19
	211386_Sep12				78.26	78.26
	211816_Sep12				27.09	27.09
	211814_Sep12				34.70	34.70
	290470_Sep12				706.74	706.74
	212684_Sep12				250.06	250.06
	211868_Nov12				23.94	23.94
	211870_Nov12				35.94	35.94
	211816_Oct12				27.09	27.09
	212684_Oct12				250.06	250.06
	211814_Oct12				32.31	32.31
	211386_Oct12				101.26	101.26
	290470_Oct12				962.82	962.82
	28178_Oct12				720.96	720.96
	211868_Dec12				23.94	23.94
	211870_Dec12				35.94	35.94
	211386_Nov12				91.51	91.51
	28178_Nov12				618.45	618.45

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Vendor ID Vendor Contact Telephone 1	Invoice/CW #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
	212684_Nov12				251.06	251.06
	211816_Nov12				27.09	27.09
	211814_Nov12				32.31	32.31
	290470_Nov12				650.78	650.78
	211868_Jan13				23.94	23.94
	211870_Jan13				35.94	35.94
	211386_Jan13				65.11	65.11
	28178_Dec12				453.32	453.32
	211816_Dec12				27.09	27.09
	211814_Dec12				32.31	32.31
	290470_Dec12				374.23	374.23
	212684_Dec12				250.06	250.06
	211868_Feb13				23.94	23.94
	211870_Feb13				35.94	35.94
	211816_Jan13				27.09	27.09
	211814_Jan13				27.45	27.45
	290470_Jan13				384.44	384.44
	212684_Jan13				238.99	238.99
	211386_Jan20				63.64	63.64
	28178_Jan13				601.18	601.18
	031313_Frosh			2,910.00		2,910.00
	211868_Apr13		23.94			23.94
	211870_Apr13		35.94			35.94
	290470_Mar13		839.50			839.50
	212684_Mar13		226.33			226.33
	28178_Mar13		275.58			275.58
	211386_Mar13	52.70				52.70
	211814_Mar13	21.89				21.89
	211816_Mar13	27.09				27.09
	211870_Mar13	35.94				35.94
	211868_Mar13	23.94				23.94
	28178_Feb13	269.87				269.87
	211386_Feb13	52.10				52.10
	211814_Feb13	21.89				21.89
	212684_Feb13	226.33				226.33
	211816_Feb13	27.09				27.09
	290470_Feb13	400.32				400.32
	211868_Apr13	23.94				23.94
CIT04 COF Municipal Utility &		1,183.10	1,401.29	2,910.00	202,717.17	208,211.56
CIT05 City of Fresno	20060920-3				45.00	45.00
	20060920-6				45.00	45.00
	20070703				74.97	74.97
559.621.1103	20070711				1,723.91	1,723.91
CIT05 City of Fresno					1,888.88	1,888.88
CIT09 COF Information Systems	FIN-0006462				2,666.69	2,666.69
	FIN-0006456				99.52	99.52
Renee Getty	FIN-0006459				99.52	99.52
559-621-7168	FIN-0006552				2,939.04	2,939.04

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Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
	FIN-0006591				2,939.04	2,939.04
	FIN-0006592				2,939.04	2,939.04
	FIN-0006699				2,939.04	2,939.04
	FIN-0006702				2,939.04	2,939.04
	FIN-0006703				2,939.04	2,939.04
	FIN-0006788				2,939.04	2,939.04
	FIN-0006787				98.68	98.68
CIT09 COF Information Syste					23,537.69	23,537.69
CIT10 COF Central Printing Divi Beverly Simonson 621.1335	00014				267.16	267.16
CIT10 COF Central Printing Di					267.16	267.16
CIT19 COF GSD Purchasing Di	May 2005				666.60	666.60
	20050907				8.42	8.42
	June '05 Phone				6,276.77	6,276.77
	Aug 05 Phone				891.66	891.66
	July 05 Phone				4,118.76	4,118.76
	20051101				8.42	8.42
	Sept. 05 phone				974.78	974.78
	20060215				16.84	16.84
	20070315				16.84	16.84
CIT19 COF GSD Purchasing D					12,979.09	12,979.09
CIT21 COF APES Fees Corrina Barbarite	T1112508-Phil				1,618.50	1,618.50
	T1112408-Porg				2,619.00	2,619.00
	V0410108-E40				372.00	372.00
	T1113108-The				1,065.00	1,065.00
	T1113208-The				1,125.00	1,125.00
	A0411008-LiW				3,401.25	3,401.25
	A0911208-TriCi				1,047.00	1,047.00
	A0911308-Aust				934.50	934.50
	V0910408-Smo				513.00	513.00
	T0510408-Miss				1,575.75	1,575.75
	T1112808-Yout				177.75	177.75
	A0910608-Judo				504.00	504.00
	E0410009-Los				2,754.00	2,754.00
	A0910209-Stoc				678.75	678.75
	E0910109-APE				552.00	552.00
	T1210009APE				198.00	198.00
	Z0910009-Bois				551.25	551.25
	Z0910109-TriCi				545.25	545.25
	T1111709-APE				1,393.50	1,393.50

Fresno Convention & Ent. Ctr./SMG
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Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

Vendor ID Vendor Contact Telephone 1	Invoice/CMI #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
	T0710009-APE				2,304.00	2,304.00
	T1110309-Phil				1,455.75	1,455.75
	T1111809-HalH				1,701.75	1,701.75
	T1110109Bulld				367.50	367.50
	T1110409-Beet				1,593.75	1,593.75
	V0910209-Smo				443.25	443.25
	E0310909-Vict				337.50	337.50
	T1111409-LaB				1,829.25	1,829.25
	A0911709-Con				2,331.75	2,331.75
	20081130-APE				16,412.25	16,412.25
	20081231-APE				10,135.50	10,135.50
	20090131-APE				5,607.00	5,607.00
	20090228-APE				9,153.75	9,153.75
	MAR 09 APES				25,014.00	25,014.00
	Apr09 APES Fe				7,030.50	7,030.50
	May09 APES F				7,381.50	7,381.50
	Jun09 APES F				8,068.50	8,068.50
	APES FEE - Jul				4,197.00	4,197.00
	APES FEE AU				3,337.50	3,337.50
	APES FEE SE				7,131.00	7,131.00
	APES FEE Oct				13,227.00	13,227.00
	APES FEE Nov				13,469.25	13,469.25
	APES FEE Dec				12,353.25	12,353.25
	APES FEE Jan				14,856.75	14,856.75
	APES FEE Feb				11,207.25	11,207.25
	APES FEE Mar				19,917.00	19,917.00
	APES FEE Apr				5,260.50	5,260.50
	APES FEE May				5,737.50	5,737.50
	APES FEE Jun				1.50	1.50
	APES FEE Adj				5,000.25	5,000.25
	Jan 11 APES F				13,983.00	13,983.00
	Mar 11 APES F				23,354.25	23,354.25
	Oct 11 APES F				9,866.25	9,866.25
	APES Fees 12				13,120.75	13,120.75
	APES Fees 01				12,154.50	12,154.50
	APES 022912				14,617.50	14,617.50
	APES 033112				19,538.50	19,538.50
	APES 043012				9,676.00	9,676.00
	APES 053112				5,919.25	5,919.25
	APES 063012				4,997.50	4,997.50
	APES 073112				3,697.00	3,697.00
	APES 083112				3,306.25	3,306.25
	COF APES Fee				264.00	264.00
	COF APES Fee				2,699.00	2,699.00
	COF APES FE				4,853.25	4,853.25
	APES110112				8,552.25	8,552.25
	APES120112				11,099.50	11,099.50
	APES010113				7,027.75	7,027.75
	APES022813				14,172.50	14,172.50
	COF APES 033	20,699.75				20,699.75
	COF APES Fee	22,193.00				22,193.00
	COF APES FE	6,058.75				6,058.75
CIT21		48,951.50			421,387.75	470,339.25
COF APES Fees						
COF03	20090129-Blea				400.02	400.02
City of Fresno						

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Vendor ID	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
Vendor						
Contact						
Telephone 1						
<hr/>						
COF03					400.02	400.02
City of Fresno						
<hr/>						
COF05	013013_Disney				515.00	515.00
City of Fresno IS Depart	020813_Rain				150.00	150.00
	020813_Monst				780.00	780.00
	020913_Monst				780.00	780.00
	021713_Herballi				1,680.00	1,680.00
	030513_CIFBa			300.00		300.00
	030513_Beauty			215.00		215.00
	030713_YoGab			315.00		315.00
	031713_Wrestli			2,880.00		2,880.00
	032913_Monst			780.00		780.00
	033013_Monst			780.00		780.00
	030513_Busine		215.00			215.00
	031013_Wrestli		2,910.00			2,910.00
	041013_Insura		30.00			30.00
	041213_Chara		150.00			150.00
	041213_Vicent		75.00			75.00
	041613_Outdo		150.00			150.00
	041913_EOC		105.00			105.00
	042313_FFA		745.00			745.00
	042813_Wrestli		2,700.00			2,700.00
COF05			7,080.00	5,270.00	3,905.00	16,255.00
City of Fresno IS Depart						
<hr/>						
DOS01	E1100197 SA	225.00				225.00
DOSH - ERT Unit	E 1100192 SA	225.00				225.00
	E 1100194 SA	225.00				225.00
916-263-2830						
DOS01		675.00				675.00
DOSH - ERT Unit						
<hr/>						
ELE01	77583			90.00		90.00
Electric Motor Shop & Su	77483		270.00			270.00
Derek Stephens	532167		448.68			448.68
559.650.1153						
ELE01			718.68	90.00		808.68
Electric Motor Shop & S						
<hr/>						
EVE04	130402		500.00			500.00
Event Lighting						

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Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
559-587-9500						
EVE04 Event Lighting			500.00			500.00
FER01 Ferguson Enterprises, Inc	2623631 2623519 053113	19.06		34.07 1,236.31		34.07 1,236.31 19.06
FER01 Ferguson Enterprises, I		19.06		1,270.38		1,289.44
FLU01 Fluoresco Lighting & Sign Joanne Parvin 559-221-7273	82363400	285.00				285.00
FLU01 Fluoresco Lighting & Si		285.00				285.00
FRE04 Fresno Police Departmen Hal Hansen 559.621.2359	31320 41319 41329 51339	2,013.96	1,588.50 3,870.48		3,680.60	3,680.60 1,588.50 3,870.48 2,013.96
FRE04 Fresno Police Departme		2,013.96	5,458.98		3,680.60	11,153.54
FRE34 Fresno Backline Allen 559-226-4881	032613_Shrek			375.00		375.00
FRE34 Fresno Backline				375.00		375.00
FRE48 Fresno Plumbing & Heati 559-292-4065	Z121130				16.55	16.55
FRE48					16.55	16.55

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Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
Fresno Plumbing & Hea						
GLI01	038201006212			477.71		477.71
Glidden Professional Pai	038201006514			662.20		662.20
	038201006542			303.03		303.03
559-268-6677	038201006915	90.91				90.91
GLI01		90.91		1,442.94		1,533.85
Glidden Professional Pa						
GRA01	9100239087			337.19		337.19
Grainger						
Daniel						
559.233.5707						
GRA01				337.19		337.19
Grainger						
HAV01	90947			140.00		140.00
Haven's Alarms, Locks, &	02131302		61.79			61.79
559-432-7600						
HAV01			61.79	140.00		201.79
Haven's Alarms, Locks,						
HOM02	9121324722			96.27		96.27
HD Supply Facilities Main	9121324724			542.14		542.14
Sharon Baccus	9121748728		60.60			60.60
800.798.8888 X7342						
HOM02			60.60	638.41		699.01
HD Supply Facilities Ma						
HON01	5225574302				5,326.23	5,326.23
Honeywell International I	5225863541		1,238.45			1,238.45
Duane Lisenbe	5226102575	1,238.45				1,238.45
866.846.0975						
HON01		1,238.45	1,238.45		5,326.23	7,803.13
Honeywell International						

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Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
IND01 Industrial Waste & Salva	321897			203.25		203.25
559-233-1159						
IND01 Industrial Waste & Salv				203.25		203.25
INT01 International Assoc. of As Gina Brydson (972) 538-1008	45832_April13		450.00			450.00
INT01 International Assoc. of			450.00			450.00
J'S01 J's Communications, Inc. Randy Emerzian 559.435.6619	N13-971		2,110.00			2,110.00
J'S01 J's Communications, In			2,110.00			2,110.00
JER01 Jerico Fire Protection Ron Brown - Sales 559.255.6446	D30278			800.00		800.00
JER01 Jerico Fire Protection				800.00		800.00
JOR01 Jorgensen & Co Janice Jorgensen 559.268.6241	5345884		688.51			688.51
JOR01 Jorgensen & Co			688.51			688.51
JSA01 Jeffrey Scott Advertising 559.268.9741	050213	1,303.97				1,303.97

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Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
JSA01 Jeffrey Scott Advertisin		1,303.97				1,303.97
KAM02 Kamation	1357				2,355.16	2,355.16
KAM02 Kamation					2,355.16	2,355.16
LAN01 La Notte Refrigeration, In Frank 559-277-1860	23008	284.51				284.51
LAN01 La Notte Refrigeration, I		284.51				284.51
LIG01 Rusty Rocca Rusty Rocca 559-274-1949	2346	448.79				448.79
LIG01 Rusty Rocca		448.79				448.79
LIV01 Live Light Entertainment Janet Kramp 559.453.1618	23615	1,800.00				1,800.00
LIV01 Live Light Entertainmen		1,800.00				1,800.00
LOO01 Loomis, Fargo, & Co. 916-431-4566	11247499 11262780	267.84	13.51			13.51 267.84
LOO01 Loomis, Fargo, & Co.		267.84	13.51			281.35

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Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
MAR01 Marsh USA, Inc. 215.246.1000	WC_May2013	12,962.00				12,962.00
MAR01 Marsh USA, Inc.		12,962.00				12,962.00
MCQ01 McQuay International	2594097		1,471.02			1,471.02
MCQ01 McQuay International			1,471.02			1,471.02
MED03 Media Solutions, Inc. Vincent 559-977-5774	03950 03953 03973 03985 03999 04000 04013 04021 00009 00004				225.00 125.00 375.00 4,220.00 700.00 575.00 100.00	225.00 125.00 375.00 4,220.00 700.00 575.00 100.00
MED03 Media Solutions, Inc.			700.00	1,375.00	4,945.00	7,020.00
MEG01 Mega Prints Billing Donna 559-261-1930	22770		4,535.98			4,535.98
MEG01 Mega Prints			4,535.98			4,535.98
OFF01 Office Depot Carol McDonnell 800.334.9255 X-250	1553767106 1568825990		151.01		47.02	47.02 151.01
OFF01 Office Depot			151.01		47.02	198.03

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Vendor ID	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
Vendor						
Contact						
Telephone 1						
<hr/>						
PAR02	39				128.49	128.49
Pardini's Concessions	20080701-MMA				161.96	161.96
Angelina Bingham	C-12				242.82	242.82
559-445-8135	C-13				45.00	45.00
	C-21				75.00	75.00
	C-25				251.05	251.05
	C-26				75.00	75.00
	A-115				232.78	232.78
	A-116				131.63	131.63
	A-117				131.63	131.63
	C-27				288.05	288.05
	C-28				220.70	220.70
	C-29				75.00	75.00
	C-30				22.50	22.50
	C-32				257.70	257.70
	C-33				294.65	294.65
	C-34				228.90	228.90
	C-35				60.00	60.00
	C-37				392.75	392.75
	C-36				252.55	252.55
	C-38				356.05	356.05
	A-131				125.00	125.00
	C-42				50.23	50.23
	A-118				150.00	150.00
	C-43				1,449.20	1,449.20
	C-44				8.70	8.70
	A-153				459.00	459.00
	C-49				60.00	60.00
	C-53				102.50	102.50
	C-45				339.66	339.66
	C-46				298.95	298.95
	C-47				201.20	201.20
	C-48				280.50	280.50
	C-50				210.60	210.60
	C-51				296.05	296.05
	C-52				282.90	282.90
	C-54				294.55	294.55
	C-55				291.00	291.00
	C-56				284.15	284.15
	C-63				133.00	133.00
	C-58				282.30	282.30
	C-59				317.40	317.40
	C-60				291.95	291.95
	C-61				275.45	275.45
	C-62				265.60	265.60
	C-57				105.00	105.00
	C-64				300.10	300.10
	C-65				334.15	334.15
	C-66				208.75	208.75
	C-67				299.65	299.65
	C-68				288.95	288.95
	C-75				210.00	210.00
	C-71				208.70	208.70
	C-70				274.45	274.45
	C-72				210.50	210.50
	A-171				50.00	50.00
	C-73				267.30	267.30

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Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
	C-74				305.45	305.45
	C-77				292.60	292.60
	C-76				322.80	322.80
	C-78				189.00	189.00
	C-79				125.00	125.00
	A-179				360.00	360.00
	C-80				45.00	45.00
	C-81				529.20	529.20
	C-85				838.31	838.31
	C-84				106.75	106.75
	C-89				133.00	133.00
	C-86				158.65	158.65
	C-87				123.70	123.70
	C-88				91.80	91.80
	C-90				158.30	158.30
	C-91				160.75	160.75
	C-92				130.75	130.75
	C-93				151.15	151.15
	C-94				162.65	162.65
	C-95				183.60	183.60
	C-105				182.00	182.00
	C-96				153.95	153.95
	C-97				138.70	138.70
	C-100				107.25	107.25
	C-101				143.95	143.95
	C-99				100.00	100.00
	C-102				53.10	53.10
	C-103				142.65	142.65
	C-104				119.60	119.60
	C-112				252.00	252.00
	C-106				158.85	158.85
	C-107				129.60	129.60
	C-108				147.90	147.90
	C-109				123.25	123.25
	C-110				98.90	98.90
	C-111				110.10	110.10
	A-204				42.40	42.40
	C-113				162.15	162.15
	C-114				134.05	134.05
	C-115				135.25	135.25
	C-116				136.75	136.75
	C-117				56.20	56.20
	C-119				158.20	158.20
	C-120				173.05	173.05
	C-125				21.00	21.00
	C-123				105.00	105.00
	C-124				9.10	9.10
	C-126				47.00	47.00
	A-229				100.00	100.00
	C-127				15.80	15.80
	C-129				112.00	112.00
	A-236				405.00	405.00
	C-130				154.00	154.00
	C-131				322.00	322.00
	C-132				266.00	266.00
	C-133				250.00	250.00
	C-135				91.00	91.00
	C-136				105.00	105.00
	C-134			94.00		94.00
	A-251			580.00		580.00
	C-138		99.50			99.50

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Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
	C-139		20.16			20.16
	C-137		307.66			307.66
PAR02 Pardini's Concessions			427.32	674.00	23,162.86	24,264.18
PAR07 Paramount Pest & Termit Doug Harvill - Mgr. 559-277-4333	1303-02683 1304-02701 1305-02707	308.00	308.00	308.00		308.00 308.00 308.00
PAR07 Paramount Pest & Term		308.00	308.00	308.00		924.00
PGE01 Pacific Gas & Electric 800-468-4743	4031930557-5 5490263797-1 4031930557-5 5573597125-5 5490263797-1 5490263797-1 5531960461-8 4948597165-6 8958990629-9 8917323965-1 4031930557-5 9000657293-8 5573597125-5 8917323965-1 8958990629-D 4948597165-6 5490263797-1 4031930557-5 5573597125-5 4031930557-5 5490263797-1 8958990629-9 9000657293-8 8917323965-1 4948597165-6 5573597125-5 5531930461-8 8958990629-9 8917323965-1 4031930557-5 5573597125-5 5531930461-8 5490263797-1 4948597165-6		21,865.43 45,662.09 897.23 268.15 1,955.78 5,821.07 80.18 6,125.95 1,062.35 1,087.22 32,200.95 69.73 1,849.22 53,544.87 9,152.34		17,184.41 58,788.81 13,241.77 95.29 48,353.65 45,744.87 9,201.29 3,720.88 916.07 5,979.33 12,780.91 1,902.79 111.99 3,170.94 987.90 3,958.23 50,937.30 16,810.08 98.39 21,865.43 45,662.09 897.23 268.15 1,955.78 5,821.07 80.18 6,125.95 1,062.35 1,087.22 32,200.95 69.73 1,849.22 53,544.87 9,152.34	
PGE01 Pacific Gas & Electric		98,966.68	82,675.88		293,984.90	475,627.46

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Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
PIT01 Pitney Bowes - Term Ren	8335648-MR13		354.09			354.09
800-288-2357						
PIT01 Pitney Bowes - Term Re			354.09			354.09
PIT02 Pitney Bowes - Purchase	34032683202_ 34032683202_		741.92 73.29			741.92 73.29
800.243.7824						
PIT02 Pitney Bowes - Purchas			815.21			815.21
POL01 Pollstar Paul S. Fountaine 559.271.7900	7378_2013	489.00				489.00
POL01 Pollstar		489.00				489.00
PRE08 Premier Bride	080612				549.00	549.00
559-435-8888						
PRE08 Premier Bride					549.00	549.00
PRI05 Pride Staff	IVC020000712		4,900.00			4,900.00
559-432-2022						
PRI05 Pride Staff			4,900.00			4,900.00
PUB02 Public Service Broadcasti	12408			1,100.00		1,100.00

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Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

Vendor ID Vendor Contact Telephone 1	Invoice/CMI #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
PUB02 Public Service Broadca				1,100.00		1,100.00
QUI01 Quinn Rental Service c/o 805.922.3529 x208	WON50000847 P5374401 FINA00180942	63.86		2,301.85	1,955.59	1,955.59 2,301.85 63.86
QUI01 Quinn Rental Service c/		63.86		2,301.85	1,955.59	4,321.30
RAN01 Rand Machine Works 559-233-1608	7363 7469 7312	235.00	190.00	844.16		844.16 190.00 235.00
RAN01 Rand Machine Works		235.00	190.00	844.16		1,269.16
SMG01 SMG Corporate	065842 066177 066460 063264	19.21	75.00 438.15	459.00		459.00 75.00 438.15 19.21
SMG01 SMG Corporate		19.21	513.15	459.00		991.36
STA06 Strategic Mechanical 559-291-1952	15081 15065				1,487.42 4,252.00	1,487.42 4,252.00
STA06 Strategic Mechanical					5,739.42	5,739.42
STA14 Staples 888-753-4110	3193042146 3193042144 3193042145 3192598180 3193432471 3194093927 3194093928 3194824925 3195259617			689.90 123.34 139.32 325.71	179.13 76.39 95.93 915.66 182.16	179.13 76.39 95.93 915.66 182.16 689.90 123.34 139.32 325.71

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Aged Payables
As of May 31, 2013

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
	3195679451		137.01			137.01
	3195679450		432.89			432.89
	3197535650		384.09			384.09
	3200660831	1.85				1.85
	3200660830	34.59				34.59
	3200660829	36.31				36.31
STA14		72.75	1,419.02	813.24	1,449.27	3,754.28
Staples						
SUB01	26585			217.87		217.87
Suburban Propane	59483			44.00		44.00
Diana/John D	LC_040113		16.00			16.00
559.486.2770	26982		154.08			154.08
	78656		44.00			44.00
	222520		246.44			246.44
	170705	158.63				158.63
	97864	44.00				44.00
	LC_053113	19.91				19.91
SUB01		222.54	460.52	261.87		944.93
Suburban Propane						
TEN02	911564139		208.56			208.56
Tennant Sales & Service						
Terry Berger						
1-800-553-8033						
TEN02			208.56			208.56
Tennant Sales & Servic						
THY01	1090126322				47.28	47.28
Thyssenkrupp Elevator	1090128377			383.00		383.00
Pam Williams	1090128216		954.81			954.81
916.376.8700	1090127886		47.28			47.28
	1090128573		6,193.63			6,193.63
	1090126612	954.81				954.81
	1090129804	954.81				954.81
	1090129531	47.28				47.28
THY01		1,956.90	7,195.72	383.00	47.28	9,582.90
Thyssenkrupp Elevator						
TOS01	58570683		1,726.68			1,726.68
Toshiba Financial Service	58720133		1,726.68			1,726.68
	58859636	1,726.68				1,726.68

Fresno Convention & Ent. Ctr./SMG

Aged Payables

As of May 31, 2013

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
TOS01 Toshiba Financial Servi		1,726.68	3,453.36			5,180.04
TRA01 Trane Service Group TJ Bell 559.271.4625 x1108	31603552 31603555 31781690 31815964 31815965 31815969 31815979 31933388 31933396 31940329 31991867	7,430.00 4,111.25 669.25 514.00	4,280.00 1,837.50 4,645.00 6,081.25	997.00	3,991.25 7,213.50	3,991.25 7,213.50 997.00 4,280.00 1,837.50 4,645.00 6,081.25 7,430.00 4,111.25 669.25 514.00
TRA01 Trane Service Group		12,724.50	16,843.75	997.00	11,204.75	41,770.00
VAL18 Valley Coffee- #101226 559-434-0965	155254 156768 157794 157795 158791 160207 160208 162429 162428 162655	30.00 353.90 59.80	116.20 51.45 232.75 40.00 196.20 5.00 26.50			116.20 51.45 232.75 40.00 196.20 5.00 26.50 30.00 353.90 59.80
VAL18 Valley Coffee- #101226		443.70	668.10			1,111.80
VAL19 Valley Coffee, Event Serv 559-434-0965	150354 151573 153504 154208 156769 160597 161816 164353 164954	16.50 51.50 110.30	41.50 16.50	85.32 127.26 46.50	51.50	51.50 85.32 127.26 46.50 41.50 16.50 16.50 51.50 110.30
VAL19 Valley Coffee, Event Ser		178.30	58.00	259.08	51.50	546.88
VER01 Verizon Wireless	9704672517	1,192.50				1,192.50

Fresno Convention & Ent. Ctr./SMG

Aged Payables

As of May 31, 2013

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
800.922.0204						
VER01 Verizon Wireless		1,192.50				1,192.50
VER02 Vern's Heating Plumbing Roy 559-228-8376	141199 141534 142646	89.00	89.00	155.75		155.75 89.00 89.00
VER02 Vern's Heating Plumbin		89.00	89.00	155.75		333.75
WAX01 Waxie Sanitary Supply Kurt Lang 1-800-544-8054	73876369 73879887 73885288 73890310 73945380	3,897.56				155.54 4,902.16 15.15 37.88 3,897.56
WAX01 Waxie Sanitary Supply		3,897.56	5,110.73			9,008.29
WES04 Western Lightsource, Inc. Joyce Havens 559.453.9231	581390 581497 580785 583382 583426	381.09 150.26	380.94	747.14 463.30		747.14 463.30 380.94 381.09 150.26
WES04 Western Lightsource, In		531.35	380.94	1,210.44		2,122.73
WHO01 Wholesale Equipment/Va Lisa Montgomery 800-959-5532	01S7014670 FC130331 01R7059550 01S7059450 FC130430 FC130531	7.01 7.09	664.07 201.74	487.56 6.85		487.56 6.85 664.07 201.74 7.01 7.09
WHO01 Wholesale Equipment/V		14.10	865.81	494.41		1,374.32
WOL01 Zoom Imaging Solutions 559.275.7086	1158901 1166581 1171131 1177539				25.00 1,027.45 21.59	25.00 1,027.45 21.59 774.88

Fresno Convention & Ent. Ctr./SMG
Aged Payables
As of May 31, 2013

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
	1182093		13.27			13.27
	1189896		776.99			776.99
	1190231		17.09			17.09
	1199729	802.24				802.24
WOL01		802.24	807.35	774.88	1,074.04	3,458.51
Zoom Imaging Solution						
YOS01	S0223340				-0.01	-0.01
Yosemite Linen Supply	S0243161		67.51			67.51
George Melikian, CSM	S0242964		52.49			52.49
559.233.2654	S0240770	27.90				27.90
	S0243311	365.15				365.15
	S0243570	164.95				164.95
	S0244960	67.99				67.99
	S0246057	64.52				64.52
	S0245065	190.73				190.73
	S0246392	74.94				74.94
	S0246719	50.48				50.48
	S0246595	36.17				36.17
	S0245756	52.98				52.98
	S0247028	26.68				26.68
	S0247214	91.09				91.09
	S0247815	89.38				89.38
YOS01		1,302.96	120.00		-0.01	1,422.95
Yosemite Linen Supply						
ZAM01	46123			44.01		44.01
Frank J Zamboni & Co., I						
562-633-0751						
ZAM01				44.01		44.01
Frank J Zamboni & Co.,						
Report Total		202,615.59	164,404.14	30,205.81	1,028,835.06	1,426,060.60

EXHIBIT

G

COMPARING APPROVED BUDGET DATA TO

ACTUAL YEAR END DATA

FOR PERIOD FY2004 TO FY2013

SMG BUDGET VS. ACTUAL DATA COMPARISON: FY2005 TO FY2013

Year	Approved Budget	Actual Data At Year End	Variance	Percent Change	SMG Mgt Fee	Percent Change	Missed Budget Benchmark	Operating Fund Mid Year Appropriation	Bond Mid Year Appropriation	Notes
FY2005	\$ (1,186,692)	\$ (2,476,847)	\$ (1,290,155)	108.72%	\$ 160,000	-2.26%	Yes			
FY2006	\$ (2,404,642)	\$ (1,960,096)	\$ 444,546	-18.49%	\$ 155,000	2.21%	No			
FY2007	\$ (2,332,739)	\$ (2,535,613)	\$ (202,874)	8.70%	\$ 158,500	2.21%	Yes			
FY2008	\$ (2,051,915)	\$ (2,223,379)	\$ (171,464)	8.36%	\$ 168,117	5.72%	Yes	\$ 605,000	\$ 2,000,000	1,2,3
FY2009	\$ (1,039,966)	\$ (1,544,226)	\$ (504,260)	48.49%	\$ 173,650	3.19%	Yes			
FY2010	\$ (1,070,000)	\$ (1,026,267)	\$ 43,733	-4.09%	\$ 177,300	2.06%	No		\$ 1,750,000	4
FY2011	\$ (975,776)	\$ (957,806)	\$ 17,970	-1.84%	\$ 178,364	0.60%	No			
FY2012	\$ (959,264)	\$ (1,081,942)	\$ (122,678)	12.79%	\$ 183,893	3.01%	Yes			
FY2013	\$ (953,287)	\$ (1,186,288)	\$ (233,001)	24.44%	\$ 191,800	4.12%	Yes	\$ 350,000		5
Totals	\$ (12,974,281)	\$ (14,992,464)	\$ (2,018,183)		\$1,546,624			\$ 955,000	\$ 3,750,000	
Yrly Avg				20.79%		2.33%				
	Total of FY2005-FY2008: \$ (1,219,947)									

Source: FCEC Budget to Actual financial statements spreadsheet prepared by City Manager's office
Staff reports submitted by City Manager's office

- Notes:**
1. On 11-6-2007 Council approved a resolution to appropriate \$2,000,000 for FCEC capital improvements
 2. On 4-8-2008 Council approved a resolution to appropriate \$100,000 to FCEC for marketing costs
 3. On 2-26-2008 Council approved a resolution to appropriate \$505,000 to FCEC for reimbursement of consulting costs
 4. On 6-28-2010 Council approved resolution to appropriate \$1,750,000 to FCEC to fund bond defeasance
 5. On 2-28-2013 Council approved resolution to appropriate \$350,000 to FCEC for past due PG&E bill
 6. SMG claimed cost overruns from 1-1-2004 through 12-31-2008 (4 years) of \$2.0 million & this figure shows the combined budget shortfall

EXHIBIT

H-1

SECTION 7.5 OF SMG-CITY

1-1-2004 CONTRACT

guests, or as a part of the sales price of any goods, services, or displays, such as gross receipts, admission, cabaret, or similar or equivalent taxes, nor any gratuities collected (or to be collected) for the benefit of and paid to any of Operator's personnel. Further, such Revenues do not include monies collected (or to be collected) for the benefit of and paid to third parties such as event promoters; parking income from any future Facility multi-level parking structure, unless Operator is requested by City to operate such structure; rent paid under the "Sublease Agreement Relating to Convention Facility" listed in Exhibit "A" except to the extent of any increase of rent due solely to the leasing of additional space within the Robert A. Schoettler Conference Center of the Facility during the life of this Agreement.

Section 7.4. Gross Revenues. Except as otherwise provided in this Agreement, included in gross revenues for the Facility are all revenues that are generated from the operation of Facility within the Operating Term and any extension.

Section 7.5. Approval of Operating Budget. Operator shall have an Operating Budget effective July 1st of each Fiscal Year. Operator shall not exceed, commit or contract to expend any sums in excess of the amounts allowed in the Operating Budget for Operating Expenses without the approval of the Contract Administrator. If extraordinary events occur during any Fiscal Year which could not reasonably be contemplated at the time the corresponding Operating Budget was prepared, Operator may submit a resolution, in accordance with City procedures, amending such budget for review and approval or denial by City Council. Operator agrees to immediately report in writing to City Council any significant change or variance in the Operating Budget, and any change to the total expenses (as opposed to any particular line item expense) from that provided for in the Operating Budget (unless such change or variance is a result of, or offset by, a corresponding increase in Revenues).

Section 7.6 Operator Capital Contribution. Upon the Effective Date, Operator shall provide to City the sum of \$350,000 ("Operator Capital Contribution"), which amount will be allocated (i) for subsidization of mutually agreed marketing initiatives involving the Facility (\$50,000); and (ii) for use by City in City's sole discretion (\$300,000).

ARTICLE 8 PROCEDURE FOR HANDLING INCOME

Section 8.1. Event Operating Account. Ticket sale revenues and similar event-related revenues which Operator receives in contemplation of or arising from an event pending completion of the event shall be deposited by Operator as soon as practicable upon receipt (but not less often than once each business day, and in any event within 1 business day of receipt) into the Event Operating Account or such other interest-bearing account in a local qualified public depository as the City shall direct. Such

EXHIBIT

H-2

AGED ACCOUNTS PAYABLE REPORTS
FOR PERIODS 6-30-2008 & 12-31-2008

FRESNO CONVENTION & ENTERTAINMENT CENTER / SMG
A/P SMG Corporate - 1050-000

June 30, 2008

	<u>06/30/08</u>	<u>%</u>
Current	82,456.86	4.09%
30 Days	2,382.24	0.12%
60 Days	0.00	0.00%
Over 90 Days	1,932,055.47	95.79%
	<u>2,016,894.57</u>	<u>100.00%</u>

Per G/L (2,033,900.56)

Variance (17,005.99) (6,228.21) Accrue Jun08 MVP
 (10,777.78) To Accrue General Liability Audit Adjustment for FYE 6/30/08

(17,005.99)

DETAILS OF BALANCE:

	<u>0 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>Over 90 days</u>	<u>Amount Due</u>
Workers Comp	13,252.12	0.00	0.00	538,672.90	551,925.02
National (E&O)	0.00	0.00	0.00	0.00	0.00
Federal (Gen Liab)	66,078.00	0.00	0.00	220,425.00	286,503.00
Crime Coverage	0.00	0.00	0.00	0.00	0.00
401K	0.00	0.00	0.00	305,532.85	305,532.85
Health Insurance	0.00	0.00	0.00	770,905.93	770,905.93
Health Insurance Adj	0.00	0.00	0.00	45,260.72	45,260.72
Mystery Shopper	0.00	0.00	0.00	11,297.46	11,297.46
MVP-Promoters Liability	3,111.36	2,382.24	0.00	32,590.61	38,084.21
Other	15.38	0.00	0.00	7,370.00	7,385.38
	<u>82,456.86</u>	<u>2,382.24</u>	<u>0.00</u>	<u>1,932,055.47</u>	<u>2,016,894.57</u>

BALANCES BY VENDOR:

	<u>0 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>Over 90 days</u>	<u>Amount Due</u>
AON Risk Services, Inc.	0.00	0.00	0.00	412,874.90	412,874.90
Marsh USA, Inc.	79,330.12	0.00	0.00	346,223.00	425,553.12
SMG Corporate	3,126.74	2,382.24	0.00	1,172,957.57	1,178,466.55
	<u>82,456.86</u>	<u>2,382.24</u>	<u>0.00</u>	<u>1,932,055.47</u>	<u>2,016,894.57</u>

FRESNO CONVENTION & ENTERTAINMENT CENTER / SMG

A/P SMG Corporate ~~1050-000~~

December 31, 2008

	<u>12/31/08</u>	<u>%</u>
Current	10,131.00	0.84%
30 Days	1,506.24	0.13%
60 Days	312.48	0.03%
Over 90 Days	1,189,041.87	99.01%
	<u>1,200,991.59</u>	<u>100.00%</u>

Per G/L (1,211,769.37)

Variance (10,777.78)

(10,777.78) To Accrue General Liability Audit Adjustment for FYE 6/30/08

(10,777.78)

DETAILS OF BALANCE:

	<u>0 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>Over 90 days</u>	<u>Amount Due</u>
Workers Comp	10,131.00	-	-	0.12	10,131.12
National (E&O)	-	-	-	-	0.00
Federal (Gen Liab)	-	-	-	-	0.00
Crime Coverage	-	-	-	-	0.00
401K	-	-	-	305,532.85	305,532.85
Health Insurance	-	-	-	770,905.93	770,905.93
Health Insurance Adj	-	-	-	45,260.72	45,260.72
Mystery Shopper	-	-	-	11,297.46	11,297.46
MVP-Promoters Liability	-	1,506.24	312.48	43,419.41	45,238.13
Other	-	-	-	12,625.38	12,625.38
	<u>10,131.00</u>	<u>1,506.24</u>	<u>312.48</u>	<u>1,189,041.87</u>	<u>1,200,991.59</u>

BALANCES BY VENDOR:

Marsh USA, Inc.

SMG Corporate

	<u>0 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>Over 90 days</u>	<u>Amount Due</u>
Marsh USA, Inc.	10,131.00	-	-	0.12	10,131.12
SMG Corporate	-	1,506.24	312.48	1,189,041.75	1,190,860.47
	<u>10,131.00</u>	<u>1,506.24</u>	<u>312.48</u>	<u>1,189,041.87</u>	<u>1,200,991.59</u>

EXHIBIT

I

SMG 6-3-2013 LETTER TO CITY

RE: BUSINESS COMMUNITY IMPACTS

~~EXHIBIT~~ 18

City of



OFFICE OF THE CITY MANAGER

DATE: June 3, 2013

TO: HONORABLE MAYOR ASHLEY SWEARENGIN
CITY COUNCIL PRESIDENT BLONG XIONG
CITY COUNCIL MEMBERS

THROUGH: BRUCE RUDD, Assistant City Manager *[Signature]*

FROM: BILL OVERFELT, SMG General Manager

SUBJECT: FRESNO CONVENTION & ENTERTAINMENT CENTER (FCEC) – BUSINESS COMMUNITY IMPACTS

Over the last several months there continues to be discussions with regard to the overall viability of the Fresno Convention and Entertainment Center (FCEC) and different options that could be considered by the City of Fresno. While the Administration is prepared to evaluate a number of these options, it is important that Council clearly understands what the FCEC facilities provide to the local business community and the City's General Fund.

The attached schedule, developed by SMG, is based on historical information of hotel room night events hosted at the FCEC over the past five years. The sales function for these types of events is primarily supported by the Fresno Clovis Convention and Visitors Bureau (FCCVB); the highlights of the attached schedule are as follows:

- Providing the local business community with an estimated \$26,000,000 in economic impact through visitor spending.
- Hosting various events that brought an estimated 230,000 visitors to Fresno who have generated over 100,000 hotel room nights for the local hotel business community.
- These events generated an estimated \$1,200,000 in transient occupancy tax revenues and more than \$10,000,000 in revenue for the local hotel business community.

The most important information provided by the schedule is the "Facilities Used" section within the context of any discussion or consideration on the issue of closing one or more of the FCEC facilities. A review of this section will note that over any given year each and every FCEC facility is used by the hotel room night generating events, therefore a facility closing would have some amount of negative impact to the local business community as well as the General Fund of the City from the loss of room night revenue and TOT, respectively.

For example, the Selland Arena is responsible for the largest portion of the FCEC deficit. Unfortunately, the City's largest hotel room generating events utilize the Selland Arena. It is also

noteworthy that the annual operating deficit of the Selland Arena for the last fiscal year is estimated to be 44% lower than the Savemart Center during the same time period.

Nevertheless, SMG recognizes that there are a number of changes that are impacting local markets as well as the industry as a whole. From an industry perspective, many of today's convention centers were constructed in order to attract conventions, trade shows or other hotel room night generating business. Unfortunately, the downturn in the local and regional economy has resulted in a stagnation of the number of these shows/events being held at the FCEC over the past five years as compared to the industry as a whole which has experienced growth rate of between 1% and 2%.

Regionally, the lack of disposable income, a number of competing venues (e.g., Savemart Center, Casinos) and a substantial amount of negative press has made it increasingly difficult to attract different opportunities. This is especially true when it comes to booking events at the Selland Arena. The lack of public support for other uses, such as arena football and hockey, are also a contributing factor.

With that, SMG has been working with the Administration on a pilot program that is being used to increase the number of events at the Selland Arena. This pilot program will address the new concert promotion business model whereas concert presenter will be able to participate in the sharing of FCEC event generated revenues for the purpose of increasing their potential profit or decreasing their potential loss on underperforming events. Based on our research this pilot program has been used successfully in other arenas regionally to increase the number of concert events hosted. The pilot program will be used for at least five events and then will be evaluated and may be adjusted in terms of financial returns for the Selland Arena and quality of the entertainment obtained.

Please contact feel free to contact me at (559) 445-8150 or at Bill.Overfelt@smgfresno.com if you have any questions or need further information concerning this matter.

Attachment: Schedule of Room Night Generating Events



Evaluation of Room Night Generating Events, 2008-2012

Designated Room Night Events	Room Night Rent Credit	# of Room Nights	Ave Cost/Room Night	Total Est Room Night Revenue	Atten- dance	Use Days	Facilities Used	Estimated Economic Impact
Goldskate, 2/16-17/08	\$4,408	395	97.21	\$38,398	1,308	5	Selland THEATRE / VALDEZ & MRNS. / EX HALL	\$129,958
CA Band Directors Assoc Annual Convention, 2/21-23/08	7,640	1,203	100.79	121,250	2,000	4	III & MRMS. 9-12, 13-14, 15-18	261,250
CA USA Youth Wrestling Championships, 3/7-9/08	11,713	1,072	91.06	97,616	3,150	3	Selland Arena & Ex-Hall I	318,116
CA Police Chiefs Annual Confer, 3/4-5/08	14,600	1,439	99.96	143,842	500	3	Exhibit Hall VII/III & Meeting Rooms	178,842
Rainbow Girls Annual Convention, 3/13-18/08	26,920	2,090	107.34	224,341	2,000	6	all Meeting Rooms Valdez Hall & Selland Arena, Valdez Hall	364,341
Northern California Council of Alcoholics Anonymous, 3/7-9/08	2,733	263	86.60	22,776	2,500	3	Rooms Valdez Hall & All Valdez Hall Meeting	197,776
FFA Annual Convention 2008, 4/17-22/08	57,103	5,169	92.06	475,858	4,200	8	ARENA, VALDEZ HALL, MEETING ROOMS, EXHIBIT HALL VII/III & MEETING ROOMS	769,858
Skills USA Annual Convention, 4/10-13/08	15,768	1,397	94.06	131,402	1,200	4	ROOMS EXHIBIT HALL VII/III WITH ALL MEETING	215,402
Holy Supper, 1/13-14/08	7,714	869	73.97	64,290	6,310	3	Halls I, II, III & All Meeting Rooms	505,980
Beta Sigma Phi Annual State Convention, 5/17/08	1,750	777	96.95	75,330	700	1	Saroyan Theatre Exhibit Hall I; 2001-2004; 2009-2012; 2013-	124,330
Masters Men Conference, 5/16-17/08	2,745	324	73.77	23,901	830	2	2014; 2000	82,001
West Clovis Judo Club, 05/31-6/1/08	450	265	99.00	26,235	725	2	Selland Arena	77,055
Vision Global Summer Convention, 6/12-15/08	9,310	771	100.63	77,586	17,000	4	Valdez Hall	1,267,586
SW Pacific Regional Championships, 6/22-7/3/08	12,651	1,314	81.27	106,789	1,966	12	Exhibit Hall I	245,809
Miss California Pageant, 08/21-28/08	13,921	1,173	98.90	116,010	3,993	8	Saroyan Theatre	395,520
United Farm Workers 2008 Cons, 8/23-24/08	4,069	498	88.10	33,914	1,800	4	EXHIBIT HALL VII/III & All Meeting Room	159,914
Eastern Star Worthy Grand Matr, 09/13/08	1,750	220	89.41	19,670	350	1	Saroyan Theatre	44,170
Encuentro Matrimonial Mundial, 9/19-21/08	314	24	109.00	2,616	1,000	3	Saroyan Theatre & Valdez Wine & Grape	72,616
Order of the Eastern Star, 10/13-18/08	19,502	1,851	87.80	162,518	1,210	6	Valdez Hall & MR, Selland Arena	247,218
West Coast Bible Conference 2008, 11/4-7/08	10,093	940	89.48	84,111	9,000	4	Ex Hall VII/III w/ all MR	714,111
Totals 2008	\$225,154	22,054		\$2,048,443	61,763	86		\$6,374,853
Games of Rome, 1/17/09	\$546	44	\$103.50	\$4,564	418	2	Selland	\$33,814
Premier Designs, Inc. 1/16-17/09	6,104	775	104.66	81,112	600	3	Saroyan & Valdez	123,112
Vision Global Winter Convention, 1/9-11/09	10,119	1,150	104.719	104,719	4,000	4	Valdez Hall & Arena	384,719
Goldskate, 2/12-16/09	2,400	250	80.00	20,000	579	5	Exhibit Hall I	60,530
CA/NV Lions International District 4, 2/13-14/09	8,460	1,044	100.71	105,141	584	2	Valdez Hall; All Exhibit MRs	146,021
California Band Director's Association 2009, 2/16-21/09	13,730	1,121	102.07	114,420	1,400	4	THEATRE, VALDEZ HALL & ALL MTG RMS, EX HALL VII/III & All Mtg Rooms	212,420
FHA Hero Conference 2009, 3/29-30/09	7,400	742	71.97	53,402	587	2	Valdez Hall, Valdez Meeting Rooms 2 Exhibit Hall Meeting Rooms	94,492
COA Basketball, 3/11-15/09 (includes 2007 Room Nights \$12,801)	6,647	539	89.34	48,154	3,248	5	SELLAND ARENA & APRICOT ROOM	275,514
California USA Youth Wrestling Championships, 3/19-22/09	7,947	723	93.36	67,499	3,647	4	Halls I, Selland Arena & Valdez	322,789



Evaluation of Room Night Generating Events, 2008-2012

Designated Room Night Events	Room Night Rent Credit	# of Room Nights	Ave Cost/Room Night	Total Est Room Night Revenue	Atten- dance	Use Days	Facilities Used	Estimated Economic Impact
Skills USA Annual Convention, 4/22-26/09	13,417	1,206	92.71	111,808	3,600		EXHIBIT HALL VIII WITH ALL MEETING ROOMS, Smg Rm 2000 on 4/22/09	363,808
Rainbow Girls Annual Convention, 4/2-7/09	24,407	2,063	98.59	203,391	2,150		Valdez Hall & Selland Arena, Valdez Hall 6 all Meeting Rooms ARENA, VALDEZ HALL, MEETING ROOMS, EXHIBIT HALL VIII & MEETING ROOMS	353,891
FFA Annual Convention 2009, 4/16-21/09	52,789	4,580	95.64	439,906	4,200		1 Valdez Hall 7 ROOMS	733,906
US Masters Swimming Social, 05/09/09	2,050	1,447	111.51	161,355	560		Exhibit Hall I; 2001-2004; 2009-2012; 2013-2014; 2000	200,555
Masters Men Conference, 05/15-16/09	3,108	300	86.34	25,902	1,750		4 Selland	148,402
CA USA Wrestling Freestyle Championships 2009, 6/5-7/09	8,410	827	85.00	70,295	2,816		8 Saroyan Theatre	267,415
Miss California 2009 Pageant, 6/20-27/09	14,500	1,256	103.14	129,544	4,241		4 Valdez Hall; Valdez Hall MRS	426,414
Sierra Pacific Synod, 5/27-30/09	7,575	713	96.49	68,797	800		THEATRE, VALDEZ HALL & ALL MEETING ROOMS, EX HALL VIII & All Mig Rooms	124,797
CA Band Directors, 02/16-21/09	13,730	1,121	102.07	114,420	1,400		4 Mig Rooms VALDEZ HALL, WINE ROOM, & VALLEY 10 GREEN ROOM	212,420
SW Pacific Regional Championships, 6/22-7/1/09	12,827	1,248	85.65	106,891	1,424		1 Valdez Hall	206,571
Order of the Eastern Star, 09/12/09	1,402	123	95.00	11,685	400		1 Valdez Hall	39,685
Annual Halfway Run, 10/3/09	50	1,000	77.01	77,010	1,700		1 Valdez Hall	196,010
West Coast Bible Conference, 11/10-13/09	10,094	909	92.54	84,119	3,500		4 Ex Hall VIII w. all MR	329,119
Totals 2009	\$227,712	23,191		\$2,204,125	43,604	83		\$5,256,405
Vision Global Winter Convention 2010, 01/07-10/10	\$7,496	926	\$91.06	\$84,322	4,000		4 Valdez Hall, Selland	\$364,322
2010 Goldskate, 02/11-15/10	2,140	456	69.37	31,633	467		4 Hall I Saroyan Theatre; Exhibit Hall VIII/II; All Meeting Rooms ; Valdez Hall; Valdez	64,323
California Band Director's Annual Conference, 02/18-21/10	14,829	1,147	107.74	123,578	2,000		4 meeting Rooms	263,578
CA USA Frosh-Soph Wrestling, 03/11-14/10	5,450	537	85.00	45,645	1,546		4 Selland, Valdez Hall	153,865
44th Annual Unknown Riders Open Season, 03/06/10	3,100	514	71.00	36,494	965		2 Exhibit Hall VIII	104,044
Rainbow Girls Annual Convention 2010, 3/25-30/2010	21,254	1,786	99.17	177,118	2,150		Valdez Hall & Selland Arena, Valdez Hall 6 all Meeting Rooms Conference Center A-G, Exhibit Hall I, Exhibit Hall II, Exhibit Hall III, Exhibit Hall	327,618
FFA 2010, 04/15-20/10	55,544	4,879	94.87	462,871	4,200		Meeting Rooms, Selland, Valdez Hall, Selland Arena 7 Valdez Meeting Rooms	756,871
2010-USA Taekwondo National Qualifier, 4/8-11/2010	3,687	313	98.16	30,724	1,426		4 Valdez Hall & All Mig. Rooms	130,544
FHA- Hero Conference, 4/25-26/2010	7,650	741	101.00	74,841	550		2 Valdez Hall & Exhibit Hall MR	113,341
CA-USA Wrestling Greco Championship, 04/29-5/02/10	2,290	225	85.00	19,125	460		4 Selland	51,325



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Fresno Tattoo Expo 2010, 05/01-02/10	748	63	99.00	6,237	3,338		EXHIBIT HALL (VIII) UPSTAIRS/DOWNSTAIRS BALCONY & 3 BOX OFFICE ON M STREET: 2015-2018 Exhibit Hall I: 2001-2004; 2009-2012; 2013- 2 2014; 2000 10 Hall I Valdez Hall, Valdez Meeting Rooms, 5 Exhibit Hall Meeting Rooms, 9 Theatre 3 Meeting Rooms 2000, 2015-2018 1 Valdez Hall 1 Hall I Valdez Hall&Mgns Rms, Theatre, Halls 4 VII/VIII&Mg Rms 2 Selland 4 Ex Hall VII/VIII w. all MR	239,897 195,461 209,945 279,752 508,604 15,456 39,875 369,667 229,697 110,520 596,825
Master's Men Conference 2009-2010, 5/14-15/2010 SW Pacific Regional Rollerskating, 06/19-28/10	3,295 7,503	350 730	78.46 85.65	27,461 62,525	2,400 2,106			
American Legion 2010 Convention, 06/22-27/10 Miss California Pageant, 07/04-10/10 2010 Cal Transportation Meeting, 09/23/10 OES Worthy Grand Matron/Patron, 09/11/10 Annual Anniversary Halfway Run, 10/2/10	15,950 14,800 595 1,434 6,250	2,059 1,292 59 125 1,107	108.67 104.74 84.00 95.00 81.00	223,762 135,324 4,956 11,875 89,667	800 5,304 150 400 4,000			
SEIU-UHW Conference, 10/13-16/10 NMCA All-Star Classic, 11/21/10 West Coast Bible Conference, 11/9-12/10	16,224 1,116 10,189	1,401 75 939	96.50 124.00 91.40	135,197 9,300 85,825	1,350 1,446 7,300			
Totals 2010	\$201,544	19,724		\$1,878,467	46,558	85		\$5,123,527
CA Band Directors Association, 02/20/11 45th Unknown Riders Open Season, 03/05/11 CSNO Annual Meeting, 03/04/11 2011 CAUSA Fresh/Soph Wrestling, 03/10-13/11 CA USA Youth Wrestling Championships, 03/17-20/11	\$17,782 3,200 6,800 5,450 5,450	1,665 500 604 537 537	\$89.00 70.59 119.00 85.00 85.00	\$148,185 35,295 71,876 45,645 45,645	3,000 1,135 450 1,407 1,852		Saroyan Theatre, Exhibit Hall VII/VIII, All Ex 4 Hall MR; Valdez Hall, Valdez Mtg Rms 1 Hall VII/VIII 2 Hall's VIII 4 Selland, Valdez Hall 4 Selland Valdez Hall & Selland Arena, Valdez Hall 5 all Meeting Rooms 2 Valdez Hall & Exhibit Hall MR Selland Arena, Halls I, II & III, Valdez Hall, All Exhibit Hall Meeting Rooms & All Valdez 8 Meeting Rooms	\$358,185 114,745 103,376 144,135 175,285 244,839 147,203
Rainbow Girls Annual Convention 2011, 03/31-04/05/11 FHA-HERO Conference 2011, 04/10-11/11	25,918 7,900	2,024 903	95.17 101.00	192,339 91,203	750 800			
Future Farmers of America Annual Convention 2011, 04/14-19/11 2011 CA/USA Cadet State Championship Wrestling, 04/28- 05/01/11 Vision Global Spring Convention 2011, 05/12/14/11	50,122 5,450 9,717	4,543 537 812	91.94 85.00 99.72	417,693 45,645 80,973	4,800 750 10,000			
2011 CA-HI Elks Convention, 05/17-21/11 Masters Men Conference, 05/20-21/11 Miss CA Pageant, 6/17-26/11 SW Pacific Regional Rollerskating, 06/22-7/21/11 Team- West Meeting, 07/24/11 SEIU UHW 2011 Assembly Leadership, 10/5-8/11 Grand Chapter of CA O.E.S., 10/18/11	15,600 3,028 14,800 7,503 2,911 21,889 16,873	2,517 336 1,108 733 245 1,589 1,571	89.41 75.11 111.73 88.78 99.00 108.00 89.50	225,045 25,237 123,797 65,076 24,255 182,412 140,605	800 880 4,926 1,503 2,967 1,200 1,100		4 Selland 3 Valdez & Arena Theatre(17-21), Valdez(19), Valdez Mtg 5 Rmt(17-20) 2 Valdez & Mtg Rms 9 Saroyan Theatre 11 Hall I 5 Theatre 4 Hall VII/VIII 5 Selland, Valdez & MR	753,663 98,145 780,973 281,045 86,837 468,617 170,286 231,945 266,412 217,605



Evaluation of Room Night Generating Events, 2008-2012

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West Coast Bible Conference, 11/1-4/11	9,314	889	87.31	77,619	7,000	4	Hall VIII & All Mtg Rms	567,619
Totals 2011	\$230,707	21,747	\$2,038,533	45,320	83			\$5,210,933
SEU UHW Quarterly Executive Board Meeting, 2002-04/12	\$5,173	449	\$96.00	\$43,104	330		Hall III, 2000-2006, 2009-2012, 2013-2014,	\$66,204
Wells Fargo Home Mortgage-HPW Fresno, 2/22-23/12	4,241	297	119.00	35,343	600	3	2016	77,343
California Band Directors Assn., 2/16-19/12	19,958	1,703	97.66	166,315	1,200	4	Hall I & Lobby	250,315
46th Annual Unknown Riders Open Season, 03/03/12	1,704	200	71.00	14,200	633	4	Theatre, Hall VIII, Valdez, All Mtg Rms	58,510
2012 CAUSA Frosh/Soph Wrestling, 3/8-11/12	7,930	785	85.00	66,725	1,080	1	Hall III	142,325
2012 CAUSA Youth Wrestling, 3/15-18/12	10,550	1,047	85.00	88,995	2,006	4	Selland, Valdez Hall	229,415
Rainbow Girls Annual Convention, 03/30-04/03/12	23,418	1,851	105.43	195,151	750	3	Selland	247,651
						6	Arena, Valdez, Valdez mtg rooms	
							Selland Arena, Halls I, II & III, Valdez Hall,	
							All Exhibit Hall Meeting Rooms & All Valdez	
FFA, 04/17-24/12	57,783	5,089	94.62	481,521	5,100	8	Meeting Rooms	836,521
CA-USA Wrestling Cadet State Champ's, 04/26-29/12	6,000	596	85.00	50,660	701	4	Selland	99,730
FHA-HERO Conference 2012, 04/29-30/12	8,950	828	95.00	78,660	500	3	Valdez Hall & Mtg Rms	113,660
2012 California State Judo Championships, 05/26-27/12	3,847	171	109.00	18,639	626	2	Selland	62,459
Masters Men Conference 5/18/12	3,251	262	76.00	19,912	900	2	Valdez & Mtg & Plaza	82,912
Masters Men Conference 5/18/12		33	105.00	3,465	1,388	4	Selland	3,465
California USA Wrestling, 06/03/12	9,310	917	85.00	77,945	1,388	8	Theatre	175,105
Miss California Pageant 2012, 06/23-30/12	16,575	1,321	116.00	153,236	5,001	3	Valdez	503,306
American Baptist Association Ntl Convention, 6/19-21/12	13,425	1,283	90.00	115,470	1,350	3	Valdez	208,970
Luso American Federation Convention, 8/4-5/12	4,700	1,222	89.00	108,758	1,500	2	Theatre	213,758
Fresno Art Jam Convention, 8/17-19/12	513	43	99.50	4,279	850	3	Valdez & Mtg	63,779
Annual Anniversary Halfway Run, 10/06/12	7,200	928	78.15	72,523	3,000	1	Exhibit Hall I	282,523
NACA Save the Dream Tethon Event, 10/11-15/12	4,950	391	105.50	41,251	750	5	Hall I	93,751
Order of the Eastern Star, 10/16-20/12	17,465	1,565	95.00	148,675	1,100	5	Selland, Valdez & MR, Theatre	225,675
Folkstyle-Wild West Wrestling, 11/9-11/12	1,747	182	80.00	14,560	539	3	Selland	52,290
West Coast Bible Conference, 11/6-9/12	9,610	910	88.00	80,080	3,000	4	Hall VIII & all mtg rms	290,080
USA Roller Derby National, 12/13-16/12	2,257	190	99.00	18,810	248	4	Hall VIII & All MTG Rms	36,170
Totals 2012	\$240,557	22,263		\$2,098,276	33,152	84		\$4,418,916
TOTALS CY 2008-2012	\$1,125,674	108,979		\$10,267,845	230,197	421		\$26,381,635